

AMERICAN CATTLE PRODUCER

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Volume XVII

DENVER, COLORADO

Number 7

Thirty-ninth Annual Convention of American National Live Stock
Association, Phoenix, Arizona, January 7-10, 1936



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National Western Stock Show, Denver, Colorado, January 18-25, 1936

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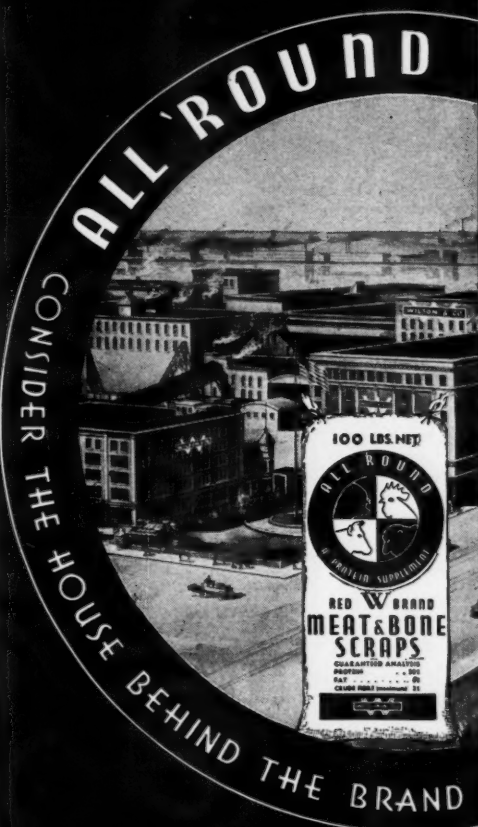
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THE AMERICAN CATTLE PRODUCER

Volume XVII

DENVER, COLORADO, DECEMBER, 1935

Number 7

Standard Market Grades for Cattle

BY C. V. WHALIN

Bureau of Agricultural Economics, Washington, D. C.

DURING THE PAST TEN YEARS THE ESTIMATED numbers of cattle and calves in the United States have fluctuated between 56,000,000 and 71,000,000 head. While the exact numbers are not known, it is estimated that from 25,000,000 to about 35,000,000 change hands each year in the United States. From 20,000,000 to about 30,000,000 make the supreme sacrifice annually that 130,000,000 people may have beef to eat, shoes to wear, and a thousand other products that contribute to their welfare. Each year greater numbers unsuspectingly bide their time to make their contribution to the never ending needs of man.

Each year these animals put into circulation from not less than \$500,000,000 to more than \$1,000,000,000 among the nation's cattlemen and farmers. Those sold for slaughter constitute by far the largest in volume and value. The sale of stockers and feeders on public markets alone involves an annual exchange between cattle-growers and cattle-feeders of from \$75,000,000 to more than \$150,000,000. To this should be added an unknown but increasing amount from the sale of such cattle at the farm and ranch to other farmers, commercial feeders, and live-stock dealers for further preparation to satisfy the unceasing demand for beef, hides, fats, and by-products.

The meat from these animals earmarks and eventually absorbs a substantial share of the consumer's food dollar and a much larger share of his meat dollar. The better the quality of the beef, the

greater still is its proportionate share of that dollar, and the greater is, or should be, the cash return to the grower and feeder.

Uniform Standard of Appraisal Needed

The above emphasizes the need for, and wide possibilities of, a well-established and understood standard "yardstick" by which the varying qualities and values of these animals may be determined with satisfaction to all concerned. This yardstick should be so practical that through its use the approximate qualities and values of the cattle may be known before they leave the ranch, pasture, or feed-lot and are sold to feeders and slaughterers. With the constantly increasing costs of production and the steady increase in potential demand for beef, each animal represents a constant increase in the amount invested and a continual, yet often contested, increase in its market value. This leaves a trading margin that is too narrow to permit "dealing with a slack hand," and calls for every modern trading convenience that will contribute to more equitable dealing between buyer and seller. Among these modern conveniences are uniform standards for the market classes and grades of cattle by which trading may be conducted with reasonable safety to the parties concerned. Such standards are recognized as instruments of economic necessity and convenience in other commodities with total values much less than those of cattle.

It may seem strange that an important basic commodity like cattle is without a "uniform yardstick"

for use as a basis in trading; yet billions of dollars are exchanged annually for cattle and beef in the United States without that standard yardstick. It is true that there are methods of appraisal and designation of qualities used in the sale of cattle at public markets and at private treaty, but these may be said to be as various as the number of markets, and often vary even with seasons and individuals. In short, there is no uniform standard for the market classes and grades used in the sale of cattle in the United States.

Various methods of determining and designating qualities or grades and indicating relative values have grown up, like Topsy, at the various public markets and among growers and dealers; but, since most of them lack constancy and comparability with those at other markets and in other sections, they are limited in value and usefulness, except possibly at individual markets where they have become more or less fixed through custom and are peculiar to those markets. As a result, purchases are made largely on inspection. No cattle-buyer will risk his money on a bunch of cattle until it has been carefully appraised by himself, or by his agent in whom he has great confidence. This always involves an expense which directly or indirectly is shared, if not borne entirely, by the seller. Until correct, well-understood, and properly applied uniform standards exist, this expense will continue as one of the necessary costs of marketing. Under present conditions such costs generally are dollars wisely spent.

It is true that sales on description are made today involving many thousands of cattle, but in such cases a confidence based on experience and mutual understanding exists. Many cattle-feeders order cattle with confidence and without inspection from growers of standardized herds or from reliable market agencies, and generally obtain the kind and quality of cattle specified in the order.

Subject, of course, to supply and demand, the buyer pays for quality. In the absence of accepted standards, growers and feeders produce and market the kind and quality of cattle they think will be in greatest demand and will, therefore, bring the high dollar. They use their judgment and experience in "topping out" the best and in "cutting back" those apparently lacking the weight and quality generally preferred by feeders and packers. Too often such "tops" are not the "tops" in the market or in the judgment of the buyer. In such instances the seller's pride in his judgment of qualities and values suffers varying degrees of humiliation, resentment, disillusionment, and discouragement. If, however, he has an opportunity to inspect the superior competing cattle, his pangs of disappointment are not so keen. Unfortunately all shippers do not have this oppor-

tunity. Familiarity with the standards of the market to which he ships, or with a generally understood, nationally used uniform standard, should forestall such unpleasant experiences.

Government Standard Already Available

Years ago organized cattlemen conceived a remedy for such conditions, and demanded uniform standards for market classes and grades of cattle and beef and a definite correlation of these grades as a sound basis on which to market live stock. In response to this demand, Congress authorized the Department of Agriculture to perfect and establish such standards, not only for cattle and beef but for other farm products. The language, in part, is as follows: "for acquiring and diffusing among the people of the United States useful information on subjects connected with the marketing, handling, utilization, *grading*, transportation, and distributing of farm and non-manufactured products and the purchasing of farm supplies, including *the demonstration and promotion of the use of uniform standards of classification of American farm products throughout the world.*" The language authorizing the market news service also requires the reporting of prices of live stock, meats, and animal products by "*quality and condition,*" or by market classes and grades.

Acting under this authority, the Bureau of Agricultural Economics has, since 1916, been perfecting, testing, and using workable standards for the market classes and grades of live stock and meats. Tentative or official uniform standards are necessary to provide a basis on which to quote the national markets in accordance with the requirements of Congress. Such standards were prepared in 1917, and have undergone only such changes as experience and changing conditions made necessary. These have been carefully defined, published, and distributed, and have been constantly used by the federal market news service as a basis for quoting the cattle market since the beginning of that service.

Uniform standards imply a single classification or a single set of market classes and grades for each commodity, usable and interpretable alike in all markets and sections of the country. A uniform standard for the market classes and grades of cattle means the same standard for those cattle wherever they are sold, instead of numerous, dissimilar, and varying classifications of uncertain and varying meanings. With uniform standards the same classification is applicable to each market, with the same interpretation for each class and grade term used. That is, any grade term used to denote a given quality at any market will be used at all other markets and will have exactly the same meaning wherever used. Class and grade terms are used in

this manner by the Bureau of Agricultural Economics in its Live Stock Market News Service, in its cattle-grade demonstrations, and in conducting its meat-grading service. An example of how this principle is applied in the bureau's market news service is given in the following clipping from its Chicago market report of September 17, 1935. This shows the price quotations by grades on stocker and feeder cattle at four leading markets. The class, weight, and grade groups are the same at all markets to facilitate comparison:

Feeder and Stocker Cattle and Calves	Chicago 1:30 P.M.	E. St. Louis 12:15 P.M.	Omaha 12:20 P.M.	Kan. City 12:35 P.M.
STEERS (500-800 lbs.):				
Good-Choice	\$7.50-9.50	\$6.00-8.00	\$7.00-8.75	\$6.75-8.75
Common-Medium	5.50-7.75	4.25-6.00	4.25-7.00	4.25-6.75
STEERS (800-1,050 lbs.):				
Good-Choice	7.75-9.50	6.00-8.00	7.00-8.75	6.75-8.75
Common-Medium	5.50-7.75	4.25-6.00	4.50-7.00	4.50-6.75
HEIFERS:				
Good-Choice	6.25-7.25	5.00-6.00	5.75-7.50	5.75-7.00
Common-Medium	5.25-6.25	4.00-5.00	4.00-5.75	4.25-5.75
COWS:				
Good	4.75-5.25	4.00-4.50	4.00-4.75	4.25-4.75
Common-Medium	4.50-4.75	3.50-4.00	3.50-4.00	3.50-4.25
CALVES (Steers):				
Good-Choice		7.00-8.00	7.00-8.75	6.75-8.75
Medium		5.50-7.00	5.50-7.00	5.50-6.75

The quotations on slaughter cattle are more extensive and are given in greater detail as to weights and grade.

While the beef-cattle grades have been promulgated as the official grades of the Department of Agriculture, the stocker and feeder grades are tentative, or subject to further refinement in specification if experience in their application indicates that to be advisable. These grades have about passed their trial period, and within a reasonable time it is hoped that they also will be ready for promulgation as the United States department official market classes and grades for stocker and feeder cattle.

Whether the grades are tentative or official, their use is not compulsory, but permissive. That is, they may be used by producers, cattle-buyers, market agencies, and the market press as a basis of trading and for market reporting. Little actual use, however, has been made of them in the markets except by the federal Live Stock Market News Service. The bureau's live-stock marketing and standardization specialists have sincerely endeavored to segregate and portray these grades as correctly as possible in the light of the animals' natural characteristic, of careful research, and of the aggregate judgments and experiences of producers, buyers, and market agencies. As a result, it is believed that these grades have been perfected to such a degree that a serious effort to use them in a practical manner will tend to simplify cattle marketing. It is believed also that the economic results will produce a greater sense of satisfaction to all concerned.

Meaning of General Terms

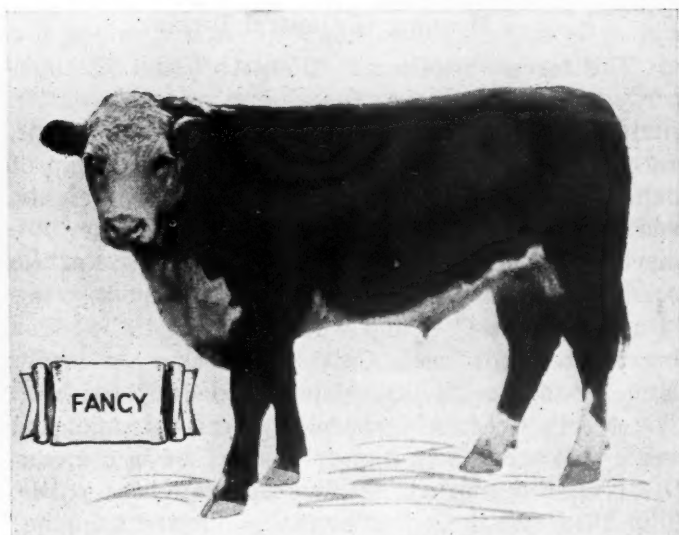
The terms "Stockers," "Feeders," and "Slaughter," when used in describing market cattle, indicate the distinct uses to be made of the animals, rather than a distinct, definitely identified group of cattle. It is true, however, that their ages, weights, and degrees of finish have much to do with determining their general use. Nevertheless, regardless of the condition or degree of finish of cattle, they are "slaughter cattle" if and when they are to be killed immediately for beef. Cattle in stocker or feeder flesh, or thin cattle, are slaughtered daily for beef. The term "Feeders" generally refers to unfinished cattle that are to be put on intensive feed in preparation for the market as finished slaughter cattle. "Stockers" are those that are to be allowed a further growing period on range, pasture, or field before they are placed in feed-lots. Since it is now a common practice of many cattle-feeders to place calves—once generally regarded as "Stockers"—in the feed-lot, give them a full-grain ration, and crowd them to slaughter condition as soon as possible, the term "Stocker" has lost much of its former significance.

Since thin and young stock may be used either as stockers or feeders, their grades and grade descriptions are identical, but must necessarily be adjusted to weights and ages. The basis for establishing grades for stocker and feeder cattle, as for any other kind of live stock, is conformation, finish, and quality. With stockers and feeders another important factor is observed; namely, condition and thriftiness, or ability to utilize feed economically and to make reasonably rapid gains in growth and finish. Ordinarily thriftiness is so closely related to the three main factors, conformation, finish, and quality, that they automatically reflect in a large degree the thriftiness of the animal.

The factors, conformation, finish, and quality, are thoroughly understood by stockmen. Briefly, conformation is the shape or build of the animal, and in animals that fulfil the ideal it reflects centuries of selection and scientific breeding. Finish refers to the amount and distribution of fat. In feeders this is not so important as in slaughter animals. The stockman is concerned, however, about the ability of the animal to fatten properly and economically, rather than in the quantity of fat it possesses. Quality in a feeder is indicated largely in the character and general appearance of the animal, which, in a large measure, indicates the quality of the meat that will come from the finished slaughter animal after it has been properly fed.

Grade Terms of Stockers and Feeders

The grades of feeders are Fancy, Choice, Good, Medium, Plain (often called Common), and Inferior.



"FANCY" FEEDER STEER

The bulk are in the Choice, Good, and Medium grades. Literature describing these grades may be obtained upon application to the Live Stock, Meats, and Wool Division, Bureau of Agricultural Economics, Department of Agriculture, Washington, D. C. It is felt, however, that a brief description, with illustrations, of the stocker and feeder grades is a necessary but tedious part of this article. Unfortunately, photographic illustrations of the grades often fail to feature the essential characteristics that are visible in the live animal and that have an important bearing when determining its exact classification. They serve, however, to suggest the principal lines of differentiation between grades and the important characteristics of each grade. In selecting the individuals for photographing as typical of the grades, those that appeared most typical at the time were photographed, and no preference was given to particular breeds or crosses. Each breed has individuals in every known grade. Naturally the lowest grades are scarce in highly bred beef-type cattle, and are found among them only in cases when adverse conditions obtained in calfhood.

FANCY

A Fancy-grade stocker or feeder steer typifies the ideal of this group in beef-cattle breeding. It represents the best results in scientific beef-cattle breeding and growing as reflected in conformation and quality and in ability to develop rapidly and economically in growth and finish. It is vibrant with vitality, but the animal is not excitable or of wild disposition.

The animal is exceptionally well shaped. The head is very short and wide, with short, thick neck, smoothly blending into the shoulders. The body is very compact, being relatively very wide and deep in proportion to its length. The legs are relatively short, neatly and stockily built, and placed wide apart but

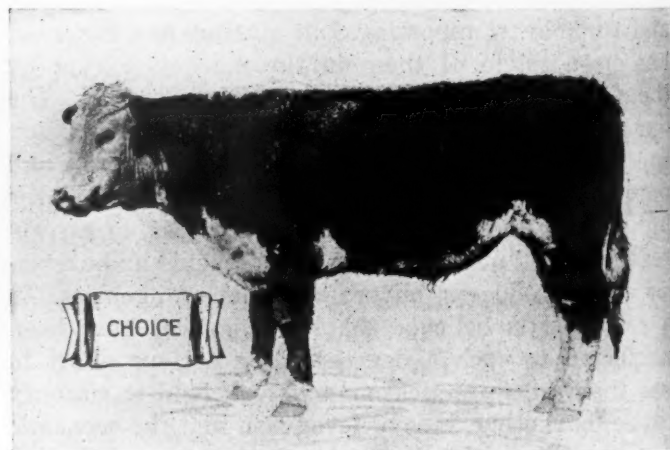
squarely under and neatly blending with the well-proportioned body. The top, under, and side lines are reasonably straight and parallel. The chest is very deep, wide, and full. The back is broad and straight, the middle is neatly shaped, reasonably capacious but not "paunchy." The tail head is even with the back-line. The thighs are wide and deep, and the twist is well let down and reasonably full. The animal is sufficiently fat to show moderately well-filled brisket, flank, twist, and cod. The fleshing is reasonably thick, firm to the touch, and well distributed over all parts of the body, which is moderately plump, full, and well rounded. The general appearance of the animal and its full, well-balanced parts give assurance of rapid development and finish and of high yields in the preferred and high-priced cuts in the finished beef carcass.

In quality the Fancy feeder steer is outstanding in its breed or cross. The head and features are clean-cut and strong, in line with its breed and type, which, together with its general appearance and character, indicate ability to utilize feeds fully in economical growth and finish. The legs, while short and rugged, are trim, free from coarseness, and well proportioned to the body. The hide is pliable and the hair soft and full of life.

This grade reflects the very best results in careful, scientific beef-cattle breeding and growing. The number produced in this grade is very limited and quite comparable to the number found in the Prime grade of beef cattle, the carcasses of which represent about 0.5 per cent of the total beef supply. Such steers usually are selected for preparation to enter the county, state, national, and international fat-stock shows in competition for the much coveted ribbons and prizes.

CHOICE

The Choice grade is the next highest in the scale of grades, and steers in this grade greatly resemble those in the Fancy grade in most, if not all, of the



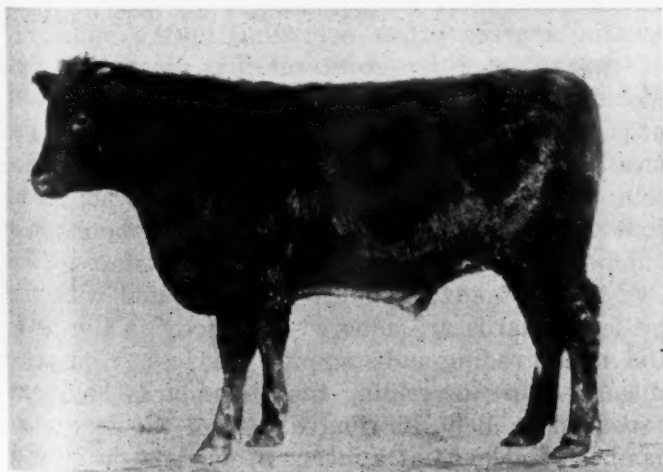
"CHOICE" FEEDER STEER

essential characteristics, but do not have all of them so intensively accentuated as they are in steers of the Fancy grade. Steers in this grade usually are the offspring of well-selected high-grade, crossbred or purebred individuals of strictly beef type. They are available in much larger numbers than those in the Fancy grade. Under proper feeding conditions, individuals in this grade usually attain the Choice grade of the slaughter-cattle classification and the Choice grade in the dressed carcasses, which represent about 5 per cent of the total beef supply. Many carcasses of animals finished from stockers or feeders of this grade are classified as Prime.

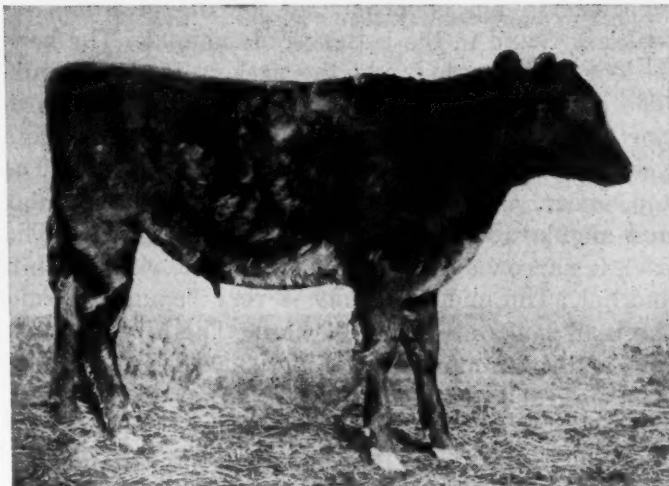
GOOD

Passing from the elite in the realm of stockers and feeders we come to that group which is the backbone in this kind of cattle—the ever dependable group, the Good grade. They satisfy that suggestion in every respect. Probably more stockers and feeders are in this grade than in any other single grade, and they usually reflect reasonably good beef-type breeding, but some outstanding crosses of the beef and dairy types also are found in the Good grade.

The head is moderately short and wide, and the neck is moderately short and blends well with the body. The body is moderately well shaped and compact, being moderately wide and deep in proportion to its length. In fact, "moderate" is the prevailing modifying word in all the essential factors usually considered in the determination of the grade. The Good grade is at the average or slightly above the average of stocker and feeder quality. The bulk of the animals, if properly fed, will grade Good as slaughtered animals and dressed carcasses. Some, after long feeding, may grade Choice. Many of them, lacking proper care and feed, are classed in the Medium grade as slaughter animals and beef carcasses. Only about 22 per cent of the annual beef supply is in this grade.



"FANCY" STOCKER STEER



"GOOD" STOCKER STEER

MEDIUM

Closely competing with the Good grade for numbers is the Medium grade. Medium-grade stockers and feeders are noticeably deficient in the conformation, finish, and quality that characterize the three upper grades. The head is relatively long and narrow, and the neck long and thin. The body is slightly rangy and loose-coupled and narrow and shallow in proportion to its length. The legs appear long, coarse, and relatively close together. The top, under, and side lines appear irregular, oblique, and angular. The chest, crops, and back appear narrow and shallow. The ribs are flat. The chest is narrow. The rear flank is cut high and is thin. The body generally is thin and the middle slightly "paunchy." The thigh is flat, thin, and tapering, and the twist is shallow and cut high. The fleshing usually is thin and unevenly distributed, and the bones of the body are slightly prominent. The animal is coarse and usually shows poor beef-type breeding or liberal crossing with dairy types. The conformation characteristics of the stocker or feeder, regardless of grade, generally carry over into the finished animal and its carcass. Feeders of the Medium grade contribute heavily to the Medium-grade slaughter animal group, the carcasses of which represent about 50 per cent of the total annual beef supply. Usually feeder animals in this and lower grades sell at prices which enable the purchaser to feed and market them as slaughter cattle at an attractive margin of profit.

PLAIN AND INFERIOR

Two more grades are left to accommodate all that remains of the stocker and feeder group; namely, Plain (Common) and Inferior. These two grades provide a classification for the very ordinary and the "riffraff" among stockers and feeders. A Plain or Common-grade stocker or feeder is very deficient in conformation, finish, and quality. In fact, it is

deficient in all, or nearly all, of the desirable attributes found in the better-grade animals. The head is long and narrow, and the neck is long and thin. The body is rangy and narrow and shallow in proportion to its length. The legs are close together and very long in proportion to the depth of the body. The top, under, and side lines usually are very irregular and angular. The chest is narrow and shallow. The back is narrow and thin-fleshed, and the ribs are thin and flat. The middle usually is very "paunchy," and the rear flanks are thin and high. The hips are narrow, and the rump is narrow and peaked. The thigh is thin, flat, deficient, and very tapering. The twist is very shallow and high. The fleshing and fat covering are thin on all parts, causing a prominent display of the bones of the shoulder, back, hips, and ribs. Such animals usually appear unkempt, of promiscuous breeding, and poorly cared for. The hide is usually tight with the hair harsh and dry. Some of the feeders in this grade may be fed to qualify for the Medium grade as slaughter animals, but most of them rarely get above the Plain or Common grade. About 13 per cent of the total annual beef supply is in this grade.

The lowest grade of stockers and feeders is called "Inferior" or "Cull." They include the poorest specimens in live-stock production, in which no cattleman or farmer takes pride. They are the results of indiscriminate breeding, inbreeding, and crossing of low-quality, often stunted, animals, and of improper or no care in the growing periods. Such animals when ready for slaughter contribute some to the Common-grade carcass, but generously to the Cutter and Canner grades, which represent about 9.5 per cent of the total annual beef supply. It is rarely profitable to try to feed such animals to Medium grade.

Original Grade Determines Class of Carcass

In general the stocker or feeder of a given grade, if properly fed and handled, will finish to a corresponding grade slaughter animal which will produce a carcass of corresponding grade. In other words, there is the possibility of forecasting the grade of the fat animal and its carcass by the grade of the stocker and feeder. There are, of course, exceptions to the rule. While a Fancy feeder cannot be finished to a grade higher than Prime, it is possible, through unfortunate circumstances, for it to fall two, and possibly three, grades lower. Stockers or feeders in the lower grades may, under favorable conditions, be finished sufficiently to satisfy the requirements of one or two grades higher in the slaughter-cattle group, with carcasses to correspond. Likewise they may fall to the lower grades if not properly fed and handled. Exception, of course, must be made of the

Inferior grade, which cannot grade lower than Low Cutter or Canner in the slaughter animal or carcass.

Grades Subject to Change and Improvement

The foregoing more or less detailed discussion of stocker and feeder grades is not offered as an accurate detailed description of each grade except that of the Fancy. This grade is a sighting-point from which the others are measured. The grade terms used in the United States standards and a brief description of the qualities they represent were given in an effort to convey a general concept of the present tentative United States standards for this group of cattle. The grade terms are those generally used, —without fixed or generally comparable meanings— in the live-stock markets, and the descriptions represent the average market concepts of the qualities intended to be conveyed by those terms.

If these standards are practical and easily used in selecting stockers and feeders for shipment and sale they have attained the objectives of the bureau's live-stock standardization specialists. It is realized that they are not perfect. Therefore, whatever their status, they are subject to change and improvement as determined by future experiences in their actual application.

Trading Simplified by Use of Uniform Standard

To sum up, the Department of Agriculture is authorized to perfect standards for the market classes and grades of live stock. This it has done in the form of tentative or official standards for meat animals. It is constantly on the alert to detect and correct any defects that may develop in the standards and to keep them up-to-date. The department is authorized also to demonstrate these standards and to encourage their use. This it is doing by conducting demonstrations largely in co-operation with state extension services and state departments of agriculture, by exhibits at live-stock expositions, and by quoting market prices according to the standards at twenty-seven live-stock markets, including Des Moines, where the service reports the direct sales of hogs at twenty-two concentration points and nine meat-packing plants in Iowa and southern Minnesota. The standards are used as far as practical in reporting the direct and contract sales of lambs in a number of the range and far-western states. The beef-grade standards which are correlated with the cattle standards are adhered to strictly in the beef- and meat-grading-and-stamping services. Considerable literature describing these standards has been issued and widely distributed. All of the foregoing has been employed as a means of demonstrating and encouraging the use of uniform standards.

The standards are permissive. That is, they are available to all who may choose to use them. Some progress has been made in encouraging their use. The live-stock standard terms used to designate certain qualities are often used by producers and the trade in discussing the qualities and prices. They are used extensively in the marketing of hogs direct to packers, but thus far there has been but little evidence that they are used to any noticeable extent in actual trading at public markets and in commercial market reports. It is believed, however, that their general adoption and faithful use by producers, the trade, and the market press will simplify trading, contribute to a better understanding of markets and market values and prices, and promote the marketing of live stock on the basis of its inherent qualities and true market values.

THE NECESSITY FOR RIGID SANITARY EMBARGOES IN COMBATING FOOT-AND-MOUTH DISEASE*

BY F. E. MOLLIN

*Secretary, American National Live Stock Association,
Denver, Colorado*

THE QUESTION WHICH HAS JUST BEEN PLACED before you is one in which every live-stock producer in the United States has a direct interest. No matter how keen your interest in developing additional foreign outlets might be, I am sure you would not willingly advocate any step that might seriously cripple, if not indeed ruin, one of the great basic industries of the country, and therefore I ask your indulgence while I present the other side of the matter—and I assure you there is another side. The beef-cattle industry which I represent very much appreciates your courtesy, and no matter how much we may disagree about details of how best to protect our industry against any threat of disease infection and at the same time increase trade whenever practical, we have in common an abiding love for this, our country.

Purpose of Argentine Sanitary Convention

Briefly, the Argentine sanitary convention, now pending before the Senate Foreign Relations Committee, is designed to alter the provisions of Section 306-A of the Smoot-Hawley Tariff Act, so that, instead of enforcing a complete embargo against meat products from any country where foot-and-mouth disease is known to exist, it would permit zoning of infected countries and admission of such products from zones declared to be free of the disease.

Recurring Outbreaks Led to Present Embargo

The provision referred to, effective in June, 1930, superseded B.A.I. Order 298, effective January 1, 1927, which imposed a similar embargo on "any region in which either of said diseases (rinderpest or foot-and-mouth disease) exist." It should be noted, however, that under that order the Bureau of Animal Industry did not permit imports from any part or zone of any country where the disease existed. That clearly shows the great importance that these officials, when left to

their own initiative, attach to the maintenance of a complete embargo. It was largely the strong pressure exerted upon them to permit imports, extending to the point of loaded ships entering our ports and the shippers demanding the right to unload meat cargoes, that led to the sterner language in the present act.

There have been seven outbreaks of foot-and-mouth disease in this country since 1900, three of them in the years 1924 and 1925. These recurring outbreaks led to the embargo of January 1, 1927, which has been maintained rigidly since that time. Only one minor outbreak has since occurred—that of 1929 in California, caused by a violation of the B.A.I. order then in force. The treatment has been severe, but the situation and the results clearly justified it.

Embargo Not Used as Economic Barrier

It has been repeatedly stated by Secretary of State Hull and others that the embargo is a sanitary measure improperly used as an economic barrier, and Mr. Davies' argument was largely based on that assumption. Anyone who has the least understanding of the live-stock business knows that that assumption is in error, and that, as a matter of fact, tremendous economic pressure is being exerted to remove a very necessary disease barrier. In a letter written to Senator Capper on July 23, 1935, by Mr. Lindsay Crawford, your secretary, it is stated that "the pressing importance of ratification of this convention is to be found in the facts relating to our trade with Argentina." Sanitary considerations were completely ignored. I think I can show you why they cannot safely be ignored.

The major cattle countries of the world today may be roughly divided into two groups: those which, through force of necessity or lack of adequate sanitary regulations, have been obliged to adapt themselves to a condition that contemplates the existence of foot-and-mouth disease in a more or less active state among their herds and flocks, exercising such control over it as is possible through local quarantine measures (Argentina is in that group); and those which have found it possible by stern measures completely to eradicate the disease whenever outbreaks occur—the only method which has stood the test of time being the immediate slaughter of all infected and exposed herds (the United States is the leading and most successful exponent of that method).

Costly Experiences Justify Present Prohibition

It is claimed that Patagonia is free of the disease, and therefore we could safely permit importations from that so-called zone. I have no first-hand information as to sanitary conditions now obtaining in that region; but, even if there is no disease condition prevalent at this time, the experiences of this country and of many foreign countries over an extended period fully justify our present embargo. The elusiveness of the germ which causes the disease, the ease with which it can be transmitted from point to point, and the often demonstrated rapidity with which the infection spreads all clearly indicate that any relaxation of the present embargo, so long as the disease exists in any part of Argentina or any other country, might easily prove disastrous.

In a bulletin issued October 5, 1915, Dr. A. D. Melvin, then chief of the Bureau of Animal Industry, stated:

"Foot-and-mouth disease attacks cattle, hogs, sheep, and goats, and sometimes other animals, including the human. The disease is highly infectious. The germs may be carried on the shoes, clothing, or bodies of persons; upon the feet or bodies of poultry, birds, dogs, cats, or other animals which may have been in the immediate vicinity of afflicted animals; by insects, by particles of straw or litter which may be carried by the wind; and in many other ways.

*Address delivered before the annual convention of the National Foreign Trade Council, held at Houston, Texas, November 18-20.

"Owing to its extremely infectious nature, foot-and-mouth disease, when once started in a community, spreads with great rapidity. An example of this is shown in the recent outbreak, when, in less than three months from the first case, and despite every precaution that could be taken by the authorities, the disease had afflicted animals in twenty-one states and the District of Columbia."

Incidentally, in that outbreak the infection crossed the Missouri River, despite all efforts to halt it at that natural barrier, and invaded herds in the state of Kansas. After Dr. Melvin's circular was published, one more state was added to the list of those in which the infection appeared.

If Patagonia were declared a free zone, and the markets of the United States open to dressed products therefrom, it immediately would be the magnet for surplus stock from other sections of Argentina. No adequate precautions could be observed. It is a well-established fact that there are carriers of the disease, apparently completely recovered, just as there are human carriers of typhus and other diseases. Technical Bulletin No. 76, issued by the Department of Agriculture in June, 1928, relates many proved instances of this fact, showing infection carried by recovered animals for varying periods up to eight months. Department Circular No. 400, issued December, 1926, on page 77 shows that the disease reappeared on the Jacobs Ranch in Texas (just south of Houston) in 1925, 283 days after the last infected animal was killed the previous year. In Merced County, California, the virus remained alive 345 days, according to the same authority. In the face of such facts, how can anyone urge any relaxation of vigilance? This is no ordinary disease.

Ratification Would Expose Nation to Disease from Other Zones

If Patagonia were completely isolated and disease-free, our objection to the proposed pact would remain the same. There are other zones, not capable of isolation, which might be declared free, and where the risk would be tremendously increased. The issue before us is not whether we shall admit a few lamb carcasses from Argentine Patagonia, but whether we shall admit "animal or plant products originating in, or coming from, territories or zones." That is the language contained in section 3 of the proposed convention. Patagonia, because of its peculiar situation, is merely the vehicle on which these other regions seek to ride into our markets.

Article 4 of the proposed convention states that "certificates of origin or inspection of plant and animal products, issued by duly authorized sanitary officials of either of the contracting countries, shall be accepted by the other country as proof of such origin or inspection, as the case may be; but the issuance of such certificates by the authorities of one of the contracting countries shall not preclude further inspection of the products by the authorities of the other country, or further investigation with respect to them to determine their freedom from infection." Of what avail would such inspection or investigation be, when the virus may be alive after the last visible trace of the disease is gone?

Small Imports from Patagonia Not Sole Aim of Treaty

No one, except possibly Secretary Hull, believes that the great hue and cry which is being raised in regard to this pact is for the sole purpose of permitting "insignificant shipments of lamb and mutton from Argentine Patagonia," as he so naively put in a letter to me written on October 12, 1935.

I think this is evidenced by the letter which your president, E. P. Thomas, wrote to Secretary Hull on May 31, 1935, the opening paragraph of which reads as follows:

"Permit me to extend my felicitations on the recently negotiated agreement with Argentina, whereby the embargo on Argentine fresh, chilled, and frozen meats has been lifted."

Ironclad Regulations Necessary to Prevent Violations

No matter what regulations may be imposed, unless they are as ironclad as the present embargo, bright minds will be set to work to try to evade them, just as every single item of a tariff bill is scrutinized to see if a way can be found legally so to interpret a paragraph as to break down the plain purpose and intent. The greed for money and advantage is confined to no single country.

The 1924 outbreak in California was laid to violations of federal regulations then in existence. The same is true of the 1929 outbreak in California. In the review of that outbreak made by Dr. John R. Mohler, chief of the Bureau of Animal Industry, it is stated:

"Undoubtedly the disease which appeared in Los Angeles County on January 10 was foot-and-mouth disease, contracted from South American meat. The importation of this meat is regarded as a direct violation of B.A.I. Order 298, issued under the act of February 2, 1903. . . . The evidence in the case has been referred to the legal authorities of the department for prosecution of the offenders."

But the damage had been done.

As a parallel to these instances of violation of regulations, and to show that introduction of disease frequently occurs where imports are admitted, I might say that, despite all official vigilance, we have had repeated cases of cattle infected with scabies coming from Mexico, although our own Bureau of Animal Industry inspectors are at the border, and the disease is much easier to detect than is foot-and-mouth disease.

Present Embargo Not Discriminatory

It has been stated that we are discriminating against Argentina. There is no ground for such statement. B.A.I. Order 353, effective August 1, 1935, complying with Section 306-A of the Smoot-Hawley Tariff Act, lists sixty-six countries, including Argentina and every neighboring country in South America, in which foot-and-mouth disease now exists, and hence to which the embargo applies.

According to the *Times of Argentina*, in its issue of September 30, the special committee appointed by the League of Nations to study the international meat trade has drawn up an international convention, one clause of which specifies that importations of produce may be prohibited from a country wherein an epizootic disease exists. This is drawn exactly as the protested clause in Section 360-A of our present law.

In a letter written to Senator Costigan, of Colorado, by Acting Secretary of State William Phillips, under date of August 1, 1935, published on page 13269 of the *Congressional Record*, it is claimed that the tariff increases and the sanitary embargo contained in the Smoot-Hawley Tariff Act were responsible for the sharp decline in trade with Argentina between 1929 and 1934. The sanitary embargo had nothing to do with this decline. The Smoot-Hawley Tariff Act of 1930 merely made mandatory the embargo then in force.

The current figures on trade with Argentina do not show any sign of discrimination. The trade balance is in her favor, with exports to this country of \$50,565,969 in the first nine months of 1935, as compared with her imports from the United States of \$37,348,704.

United States Employs Vigorous Methods of Eradication

In Mr. Davies' paper, attention is called to the fact that Great Britain soon modified her quarantine against the United States in 1932, when an outbreak of foot-and-mouth disease was reported in California. That is not surprising. The outbreak was not foot-and-mouth disease, according to a letter from Dr. Mohler to me under date of August 31, 1935.

Besides, no other country in the world enjoys such an enviable reputation for eradication of animal diseases of all kinds as does the United States. Therefore, a limited outbreak which might occur in this country, with the remainder of the country clean, and with our vigorous methods of eradication, is in no way comparable to the conditions in many other countries, where large areas are infected and the eradication method not used.

Meat Common Source of Infection

Reference has been made to the fact that the proposed sanitary convention does not release the present embargo against live cattle, as though that insured protection to the cattle industry in this country and was in the nature of a concession to us. That exemption is without point. It is entirely impractical to ship live cattle for slaughtering purposes the long distance involved, even if permitted.

I call your attention to the fact that the 1914 general outbreak in this country was traced to South American meat; the 1924 California outbreak, to meat taken on as ship supplies in the Orient; the Texas outbreak of the same year, to men from ships in foreign trade, no doubt traceable to the meat supply; the California outbreak in 1929 was also traced to South American meat. The danger is the same, whether the importations are of live animals or dressed products.

The outbreak in England in 1926 was traced to pig carcasses from the Continent, and experiments made in England proved that the virus survived in bone marrow of chilled and salted carcasses for at least seventy-six days.

Past Outbreaks Exacted Heavy Toll

Dr. Mohler told me not long ago that he estimated the total cost of the seven outbreaks since 1900, including expenses of state and federal governments and damage to the industry, would exceed \$200,000,000. The direct cost to the state of Texas alone for the comparatively minor outbreaks of 1924 and 1925 exceeded \$1,300,000, to say nothing of the loss to the cowmen whose business suddenly came to a halt.

I have several pictures, one showing 1,400 fine Hereford range cattle driven into a huge trench in California in 1924 and shot. The others show similar scenes. You cannot minimize the dangers of ratifying this proposed convention to the men in Texas and California who in 1924, 1925, and 1926 saw their life's work destroyed in this fashion, or to the men in the Corn Belt who had similar experiences in 1914, 1915, and 1916. They know the cost and the risk better than anyone else. Business men of Houston and vicinity will recall the drastic quarantine imposed in 1924 and 1925, and the paralyzing effect it had.

No Shortage of Cattle Exists

A great deal of publicity was given last year to the purchase of 8,000,000 drought cattle by the federal government, and, as a result, there has been a common, but erroneous, assumption that a shortage of cattle impends in this country. There is not the least foundation for such an assumption. As a matter of fact, the drought simply opened our eyes to the number of cattle actually on hand. The slaughter of cattle for the first ten months of 1935 has been the heaviest of any year since 1927, with the single exception of the drought run of 1934. The calf slaughter for the same period has been the heaviest of record, with the single exception of the drought run of 1934. The shipments of cattle into the Corn Belt states for feeding and future slaughter in the heavy seasonal fall movement, July to October, 1935, was 5 per cent larger than in 1934, and was also above the five-year average.

There is no shortage of beef in sight. We are in no way comparable with England, which must import a large share of her beef requirements and hence run risks, realized all too frequently and expensively, that we do not need to take.

Cattle are produced in practically every county of every state in the union. In the state of Texas, agriculture is the largest industry, and live stock is second only to cotton in the gross income of that group. In the year 1934 live stock and live-stock products accounted for 54 per cent of the national gross income from farm production, amounting to \$6,706,000,000. In 1929 the comparable figure was almost \$12,000,000,000. There are few industries of anywhere near equal rank.

Present Disease-Free Position Jealously Guarded

The live-stock industry of this country is jealous of its present position—entirely free from a disease which is prevalent in most of the major cattle-producing countries of the world. That position has been maintained only at great cost. There is only the one way to hold it: When outbreaks occur, slaughter all infected, exposed, and, in some instances, even unexposed, cattle in a given area to stop the spread. When Argentina or any other country adopts that method of eradication, instead of contenting herself with less effective control measures, she will have no difficulty in cleaning up her herds and obtaining access to our markets. Then the embargo will no longer apply.

We realize that the necessity of rigid quarantine measures are not generally understood by men who have had no experience in the production of live stock. I believe that it was a mistake to attempt to secure action on this important measure until different conditions obtained in Argentina, and the live-stock industry of this country had been so informed. Instead, we had no warning whatsoever when the secretly negotiated document suddenly came to light last May. That is not a good way to build confidence.

I am sure that this exchange of views cannot help but be mutually beneficial, and eventually will result in a better understanding of the matter all around.

FARMERS' INCOME CLIMBS HIGHER

FARMERS MARKETED \$5,099,000,000 WORTH OF FARM products in the first ten months of this year. They received in addition \$464,000,000 in government benefit payments. The total of \$5,563,000,000 compares with \$5,249,000,000 in the first ten months of 1934, according to the Bureau of Agricultural Economics.

October sales of farm products increased more than seasonally. Sales totaled \$793,000,000, compared with \$638,000,000 in September, and \$692,000,000 in October a year ago. Benefit payments in October were \$58,000,000, compared with \$57,000,000 in September, and \$76,000,000 in October last year. Farmers also received, in October, 1934, \$28,000,000 for cattle sold to the government.

There was a marked increase in income from truck crops and meat animals during October. Receipts from grains, fruits, and vegetables increased seasonally. Income from cotton was slightly higher than usual, but that from tobacco increased less than usual.

The movement of all types of meat animals to market was exceptionally large during October, but prices held up well and a marked increase in income was reported. Revenue from marketings in November and December is expected to exceed that of the last two months of 1934.

THE SITUATION IN THE CATTLE INDUSTRY*

BY J. ELMER BROCK

Kaycee, Wyoming

FOR A LIVE-STOCK PRODUCER TO APPEAR before this organization of meat processors is a privilege. To discuss the problems peculiar to our respective industries or common to both is indeed constructive and should be mutually beneficial. Any serious consideration which my remarks may merit will be due to revealing to you the state of mind of someone from another branch of the meat industry,



J. ELMER BROCK

rather than any philosophy which I might convey to such a body of men as you.

The producer, the processor, the marketing agencies, and transportation, with the requisite labor for each, complete the cycle of meat from the soil to the consumer, who receives the finished product. Anything beneficial or detrimental to one affects the others to some degree. The greatest benefits are received when all keep abreast. No one can get out of step without a penalty being imposed on the others.

Without you, the processing and distributing of meats would go back to the old horse-

and-buggy days, with all their inefficiency, waste, and loss. The difference in that system and the one in use today is that the latter leaves a margin for the profitable operation of your industry. Competition will not permit your deviation from this field to any considerable degree.

You are, therefore, an essential, and not a parasite, in the channels of trade. You have filled your sphere in a manner so creditable that you are not only vital to us as producers, but you are an asset to the nation.

Some Common Criticisms

I feel that in appearing before you as a producer, I would be remiss in my duty if I did not lay before you some of the criticisms common in the minds of my people. If we are in error, you are at least entitled to know how we feel. We think the processor should stay out of the producing game; likewise, the feeding of live stock for slaughter.

We feel that operation of large concentration yards near central markets, other than of those required to balance plant operations from one day to the next, places you in the speculative field. This practice can have little effect on margins between producer and consumer, but with your strategic position you could take seasonal advantages to the detriment of the live-stock producer and feeder.

The producer of the West has little concern over the direct country buying by the meat packer. A careful study shows that this tends to narrow the spread between producer and consumer, which is gratifying to both.

*Address delivered at the Thirtieth Annual Convention of the Institute of American Meat Packers, held at Chicago, October 18-22.

We also view with alarm too many salary advances in the packing industry, especially where the wage scale is above, and cattle prices are below, parity. An undue amount of this spread must be made up by the stockman. So much for criticisms.

Public Entitled to Standard Meat Grading

It may be of more than passing interest to you to know that at a recent joint meeting of the officers of the sheep and cattle associations of my state, a careful survey revealed that as a general rule gross receipts from live-stock sales this year will not exceed those of last year, unless we cut into the normally maintained herd. This is due to the light weights and smaller numbers of calves and lambs, owing to last season's drought.

Any increased spending by the producer must, therefore, come from borrowing against his increased inventories due to higher live-stock prices. The meat packers are today facing an inspired demand for a uniform system of government grading and stamping of meat. We say "inspired" demand, because, while the demand comes from the consumer, the inspiration is from one of our too numerous federal bureaus desiring expansion. This problem is now before you for solution. In all fairness, it does seem as though the public is entitled to some established standard for as important a commodity as meat.

If it is to be done, it would be much more efficient if the packing industry generally would adopt its own standards and enforce its own uniformity. Whether or not the law would permit this is a question I am not qualified to answer. The producer is going to be very cautious in adding his support for compulsory government meat grading and stamping for two reasons: First, he hesitates to inject the government further into any phase of his business; secondly, he would like to know how it will affect him. Consequently, effect on the meat trade in cities requiring stamping and grading of meats will be watched very closely and will be the basis for producer action.

I have been told since I have come here that the Institute of American Meat Packers last year urged upon its members more action in the establishment of stamping and grading of meats.

We hope you will join the producers in urging the enactment of the Kleberg bill, placing a tax of 10 cents a pound on margarine not made 100 per cent from American fats and oils. This should, in time, supplant many vicious and unreasonable state oleomargarine laws.

The Ill-Fated Marketing Agreement

Some two and one-half years ago, George N. Peek, then head of the Agricultural Adjustment Administration, conceived a plan for the working out of many of the problems of the live-stock producing and processing industries through closer co-operation and the joint application of good, sound business principles. At his instigation, chosen representatives of both industries were assembled for joint conference. Weeks and months were spent in earnest deliberations, and tentative plans were worked out whereby the two industries might accomplish many things mutually beneficial. Plans were made for orderly marketing, orderly distribution, stabilizing of prices, narrowing of the spread between producer and consumer, elimination of needless, wasteful, cut-throat competition, and an orderly disposition of our exportable surplus of meat and meat products.

After reaching complete accord, we then asked the Secretary of Agriculture that our industry be clothed with the authority to make operative our meritorious objective, leaving to the decision of the secretary all safeguards for

the consumer. It was an evident shock to official Washington when it learned that we had reached accord instead of being engaged in the traditional conflict. George Peek was deposed and our proposed marketing agreement was permanently sunk. More than this, its failure was charged to the avarice and greed of the packing industry. I speak advisedly and with the full knowledge of a participant of those deliberations in perfecting the plan for the proposed marketing agreement when I say that you co-operated to the fullest extent consistent with good, sound business. Those charges against you were both unfair and untrue. It is a decided shock to a member of my industry to find that its efforts, originated in sincerity, have later been diverted to an unsuccessful attempt to create animosity and hatred toward the meat-packing industry for alleged crimes of years gone by. We producers in the public-domain area of the West are ourselves charged by this same official Washington with still more serious offenses—crimes against the soil. We do not believe conflict between our industries is either desirable or necessary. If we must disagree, we producers desire to pick our own issues and select our own field of battle.

Government Interference Broadening

Government interference used to be largely confined to big business. Today, agriculture seems to furnish the most fertile field for bureaucratic experimentation and expansion. This is of much concern to you, for it affects the supply of your own products, without which you cannot continue. The sparsely settled public-domain areas of the West have suffered the most. Since here a substantial proportion of the beef breeds of cattle are grown, reaching you either direct from the ranges or through the feed-lots of the Corn Belt section, it behooves you to look to your own welfare. You can either look forward to an unhealthy shift of production, or to less productive live-stock producing areas.

Only yesterday, Mr. Burmeister told you that a considerably larger proportion of the cattle marketed in recent months has come from the south-Atlantic and south-central states, which normally are relatively unimportant cattle-producing areas. When the AAA Cattle Committee met in Washington last March, representatives of four federal agencies came before it and each told us how his department would reduce live-stock numbers. They were the Bureau of Animal Industry, with the disease-eradication program, which has some merit; the Forest Service and grazing administration, with plans for enforced reductions in live stock for proposed range improvement; and the Farm Credit Administration, with plans for restricting credits.

What does this mean to the live-stock producer? Taxes and overhead require that his operations be carried on at, or at least near, the capacity of his plant as measured by forage produced. Restrict him, and his business is immediately operated at a loss. The plight of the smaller operator is especially appealing. He may be on a small unit barely capable of supporting himself and his family. Reduce his operations, and there is but one thing left for him to do; which is, in the language of the West, to dump his coffee-pot on the fire and whistle for his dog.

Another family is added to the ever swelling relief rolls. Another man is denied the use of his initiative to make something for himself in a meritorious production of basic wealth, and may soon be broken in spirit and become a permanent public charge.

Stockman Has Many Landlords

If you want to learn what the live-stock producer of the West intends doing, do not ask him; see one of his many landlords in Washington. He must lease his grazing from some

of at least nine federal bureaus, no two of which will co-operate, and none of which is concerned as to his welfare. My state, Wyoming, which is comparable with the other public-domain states, is one-half under permanent federal control, with another 25 per cent under some form of governmental restriction or reservation. Half the land passed to title through some form of land entry is passed under conditional title. Our mineral resources and our forests are nearly all under federal control, as well as a large part of the state's water, to say nothing about our greatest of all permanent resources, our grass.

Let us pause and see if there is justification in the claims that we must be controlled from Washington like reservation Indians. A year and a half ago the Secretary of Agriculture told the Wyoming stockmen in convention assembled that, due to their sins and the sins of their forefathers, they had totally ruined a once-fertile country, and, said he, "You glory in your shame."

This statement was made during the worst general drought and hopper infestation within the memory of any white resident. Twelve months later, with less than a normal precipitation, stockmen were cutting wild grass for hay on the open range. The fire hazard from the luxuriant growth of grass is the greatest in many years, and much damage has been done by grass fires caused by carelessness. The most serious damage to the lands of the West has been done at the insistence of the Department of the Interior—the agency now duly self-appointed as our savior. This was caused by turning too much of our sod wrong side up. An entryman was compelled to plow up a given area of his claim whether he ever planted a crop or not, otherwise he could not receive title.

State Sovereignty Should Be Restored

Recent compilation from records of the Wyoming Stock Growers' Association going back for fifty years prove that market shipments of live stock in 1934 have never been exceeded but once, and the cattle numbers are now but slightly below normal. This state has carried around 1,000,000 cattle a year for a half century, and has added to this 3,500,000 sheep. This was made possible by the development of the state, rather than by the following of alleged destructive range practices.

This situation is common with other public-domain states. If you are going to continue to look to the West for your live stock, you will be interested in helping to restore state sovereignty and its political and economic independence.

Profitless Production Will Cure Overproduction

Let us consider for a moment the theory of creating prosperity and plenty by restricting production. Old Mother Earth is the source of all wealth. To the raw product from her may be added labor, transportation, refinement, and distribution, with value added by each; but, if the raw product is never produced, it is never wealth in any form.

There are certain basic principles of economics which cannot be successfully violated. The attempt to do so will just as surely fail as will an effort to reverse the law of gravity.

A man may produce a car of cattle and sell them at below cost of production. These cattle may yield a profit to labor, transportation, processor, wholesaler, retailer, and so on. This may be the means whereby this man made a profit from his next car of cattle or from some other of his operations in which he may be engaged. If these cattle never were produced, they certainly can never represent wealth to anyone. If there are too many cattle produced, no surer way can be found to limit production than continued operation at below

cost. The producer himself will be eliminated. Surely we do not need to impose an added penalty in the form of a tax to limit profitless production.

Bureaucracy has followed the plan of increasing value by limiting production and imposing tax penalties to a point where the article becomes scarce and demands an artificially high price. Then, when the irate housewife demands a reason and joins in a consumers' strike, the same bureaucrat advises her to buy a substitute.

Fallacies of Planned Agriculture

In a recent article by J. Evetts Haley, of Texas, entitled, "Cows in the Cotton Patch," some of the fallacies of a planned agriculture are pointed out. First, in the South came the Bankhead Act, which lost the cotton-producers the world cotton trade to South America and the African colonies. As a result, tobacco jumped the fence and had to be corralled. Next came goobers, and after the lowly peanut was hobbled, potatoes had to be put on the picket line. Jerusalem artichokes will be due before long. Planned agriculture may cause disastrous shifts of production. One commodity may benefit for a time at the expense of another. It can cause much pulling and hauling, but it cannot succeed.

Granting, for illustration, that all crops affecting any other crop were regulated, would we not be back where we started, and have the same vicious circle to go over again?

Mr. Haley calls attention to 17,000,000 acres of new corn land in the South, with 55 per cent increases in some of the counties in "cattle in the cotton patch." These are going to replace like commodities in sections that cannot produce cotton. If the rapidly increasing volume of agricultural imports of today were grown here, we would not hear so much about marginal land. The labor required to produce, harvest, transport, and refine these crops would make great inroads in the ranks of the unemployed. The consumptive demand and the ability to purchase are here. Otherwise, we would not have these vast imports.

What is the sane solution to this more and more complex problem? Why not permit nature and sound economic laws to function? Why not return to the sound practice of trying to increase domestic consumption? Why not try a recapture of our world trade for agricultural commodities, and thereby increase the demand for all products?

Certainly we are not making progress by widening the spread between producer and consumer through codes, coercion, and price fixing, while at the same time we reduce the middleman's volume by restricting the producer of the raw product through regulations and a tax which must be absorbed. If the government must interfere in business, why not let it spend its energies seeking a foreign market, and leave the producer unhampered to try to raise his product at a lower cost? Excessive taxation alone becomes a great barrier to export because of the added cost of production, which creates a disparity between prices here and abroad.

Too Much Bureaucracy

Too much of our business today is directed through bureaucracy by men who either never tried to earn a competitive dollar or failed in the effort. Bureaucracy has grown to the point where Congress becomes a mere adjunct to some department. Both our major political parties have for years past offered pre-election promises to the people to take the government out of business. Whichever side won, the bureaucracy herd breezed serenely on with a good annual crop of calves at the side, until today it is absorbing our form of government. Some day one of these political parties had

better keep its pre-election promises, or there will come a climax which thinking men will not talk about and do not like to visualize.

In closing, I want to call your attention to a letter which Charles Collins, president of the American National Live Stock Association, wrote to a western Congressman during the closing weeks of the last Congress. Not having the letter here, I cannot quote it, but Mr. Collins said, in substance:

"There is nothing wrong with this country except lack of confidence. If Congress would reaffirm the Declaration of Independence and the Constitution and re-express confidence in the Supreme Court, repeal all experimental legislation of the last two and one-half years, and adjourn, it will have done the greatest possible good."

To this should be added the balancing of the national budget by economy, instead of new taxation.

THE NATIONAL LIVE-STOCK MARKETING SERVICE

BY P. O. WILSON

Secretary-Manager, National Live Stock Marketing Association

TO THE PRODUCER OF LIVE STOCK THE PROBLEM of marketing his cattle, hogs, and sheep has been a most important one since the beginning of the industry in this country. No attempt will be made here to trace the history of marketing, nor account for the vast amount of money expended or wasted during these years by the live-stock producer in moving his live stock from the range to the feed-lots and on to the packing-houses. Thousands of individuals have played a part in this marketing program, most of whom, it can truthfully be said, have rendered a distinct service. However, these services have varied materially in their cost to the producer and in their actual value to him in maintaining fair price-levels.

The National Live Stock Marketing Association was organized in 1930 by leading stockmen more adequately to represent the producers' interests in the market places by perfecting a nationwide co-operative live-stock marketing organization, owned and controlled by the producers themselves.

At the present time twenty-two such co-operative sales organizations are members of the National Association. Throughout the years of their operation, these associations have taken the lead in initiating and installing more economical and effective marketing practices and methods, and have rendered a more satisfactory sales service to the live-stock producer than was formerly available to him, as evidenced by their continued growth and successful operation. During the year 1934 these member agencies handled a total of 120,353 decks of live stock.

On the markets where they are located they have played an active part in setting a high standard of sales, informa-



P. O. WILSON

tional, and financial service, and in establishing improved price-levels. During the past several years, in addition to operating on the central markets, many of these agencies have extended their activities to include direct marketing, these activities for the most part, however, being confined to the movement of feeder cattle and lambs from the range to the feed-lot.

The need for credit facilities was recognized in setting up the organization, and, accordingly, six regional live-stock credit corporations were formed: The National Live Stock Credit Corporation, Oklahoma City, Oklahoma; the National Finance Credit Corporation of Texas, Fort Worth; the Intermountain Live Stock Credit Corporation, Denver, Colorado; the Wasatch Live Stock Loan Company, Salt Lake City, Utah; the Tri-State Live Stock Credit Corporation, San Francisco, California; and the National Live Stock Credit Corporation of St. Louis, with offices at Chicago. Of these, all but one, the last-named, serve producers in what is generally known as the range country. That firm serves the principal Corn Belt states in making loans to feeders. These six credit units have approximately \$18,000,000 outstanding in loans to producers and feeders at the present time.

While the credit situation in the country has improved somewhat in the past two or three years, stockmen will not soon forget the difficulties they experienced in 1930 and 1931 in arranging for proper credit with which to carry on their operations. These credit units entered the field during that difficult period, and made available to thousands of producers a much needed line of credit that was not obtainable from any other source. All six of these corporations continue to handle a satisfactory volume of business, and have developed, through close co-operation with our marketing agencies, a type of service that has proved of untold benefit to their borrowers. There is every indication that they will continue to grow and maintain their position in the live-stock credit field.

The National Association is active in a number of other fields, including research, publicity (the organization owns and publishes the *National Live Stock Producer*, one of the leading live-stock and market papers of the country), legislation, public relations, and transportation.

In the transportation field, activities have been confined largely to participation in all cases of national scope which affect transportation costs to the industry. In this work, it has been found mutually advantageous to co-operate with other live-stock organizations. In a number of cases, commerce counsel for the association has co-operated with Chas. E. Blaine, Traffic Counsel for the American National Live Stock Association. This relationship, we feel, has been of material benefit to the membership of both organizations.

We shall not touch on our legislative program other than to say that for the past several months our organization has been actively and vigorously opposing any lowering of the duties on imports of live stock or its products. The Canadian reciprocal trade treaty, recently announced, indicates that we were not entirely successful in preventing a reduction of the tariff on imports from Canada. However, the restriction of importations by the quota provision of this treaty will limit the number of cattle that can come into the United States under the lower rate. Opposition has also been registered to any modification of the sanitary restrictions against imports of live stock or its products from Argentina.

The western producer is primarily interested in what the Association has been doing in the range country. Starting with the extreme West, our member agency, the Pacific States Live Stock Marketing Association, San Francisco, operates principally in California, Oregon, Nevada, and Arizona, and

is rendering a sales service to its membership through selling direct from the ranches to packers and other buyers. A very small percentage of the business of the membership of this organization goes to the terminal markets, and for this reason its program is confined to "directs." The marketing service of this agency is supplemented by the credit service rendered by the Tri-State Live Stock Credit Corporation.

Our newest agency in the western territory, the Producers' Live Stock Marketing Association, was organized this year, with its principal office at Salt Lake City, Utah. It opened on the Ogden and North Salt Lake markets on May 15, and at Los Angeles, August 1. This agency does not confine its activities to the three terminal markets, but handles the live stock of its members and others on the direct-sales system where this type of service is desired.

It might be noted that in the territory served by this agency, more live stock is handled direct than through terminal markets, and for this reason much emphasis has been placed on the direct program this year. The manager there reports that since its organization the association has handled approximately 240,000 lambs, 30,000 breeding ewes, 15,000 cattle, and 8,000 hogs. Of this number, 150,000 lambs were moved direct from the producers to the eastern feeders through the direct marketing agency set up at Denver under a joint agreement between the organizations at Salt Lake City and Denver. Producers of Utah, eastern Nevada, and western Wyoming are furnished credit services by the Wasatch Live Stock Loan Company at Salt Lake City.

The Intermountain Live Stock Marketing Association at Denver serves producers primarily in Colorado and Wyoming. A large number of shipments come to the Denver market from Idaho, Nevada, and Oregon, and some from California, Arizona, and New Mexico. A few scattering shipments come from other states. This association also handles feeder cattle and lambs on direct movement from ranch to feed-lot. Its manager recently reported that "October proved to be a banner month. Live-stock receipts handled through the organization totaled more than 724 cars of cattle, hogs, and sheep. This is an increase of approximately 60 per cent over the same period a year ago." In addition to the volume handled on the market, feeder lambs moved directly this season will number approximately 250,000 head.

The Intermountain Live Stock Credit Corporation at Denver handles loans of producers in Colorado, Wyoming, parts of New Mexico, the feed-lot sections of Kansas and Nebraska, and in the range section of Nebraska. Through the co-operation of the Producers' Commission Association at Kansas City it assisted stockmen in the "dust bowl" of southern Colorado in moving some 7,000 cattle to pasture lands in Kansas last summer.

The Texas Live Stock Marketing Association, located at Fort Worth, operates on the Fort Worth and Kansas City markets. Its activities at Kansas City are confined to the handling of range cattle and lambs. It also renders a sales service through contacts arranged on the New Orleans, San Antonio, and Houston markets, and a direct service to its members where such service is desired and can be economically rendered.

The Texas association has been active the past several years in supervising the movement of Texas cattle from ranches to grazing sections, particularly the Blue Stem, of Kansas, and the Osage, of Oklahoma. This year, some 70,000 head were moved from southern Texas into the Blue Stem section for a finish on grass, from which place they were shipped to the Kansas City, St. Joseph, St. Louis, and Chicago markets. Several times market gluts, with their result-

ant break in prices and loss to the ranchmen, were avoided by the orderly manner in which these cattle were moved—a striking example of what can be accomplished through organized marketing.

The National Finance Credit Corporation of Texas has established a commendable record for its services to the producers of that state. The close co-operation between this credit unit and the Texas marketing association has proved beneficial to the membership of both organizations.

The Oklahoma Live Stock Marketing Association operates the National Commission Company on the Oklahoma City market. It also renders direct shipping service on feeder stock to the producers of Oklahoma, parts of New Mexico and Texas, and supplements this marketing service with the credit facilities of the National Live Stock Credit Corporation, of Oklahoma City.

In addition to the agencies mentioned above, member associations of the National Association, such as the Producers' Commission Association, Kansas City, Missouri; the Producers' Live Stock Marketing Association, St. Joseph, Missouri; the Producers' Commission Association, Sioux City, Iowa; and the Producers' Live Stock Commission Association, National Stock Yards, Illinois, handle sizeable consignments of live stock from the range territory, and have a large number of members in the western section of the country.

Member agencies throughout the Corn Belt and the eastern section of the country have played an important part in the development of the marketing program in the western territory. It is through these agencies, operating on the markets at Chicago, Indianapolis, St. Louis, Peoria, Evansville, Louisville, Cincinnati, Columbus, and all the other eastern terminals, also the state organizations, such as the Iowa Live Stock Marketing Corporation at Des Moines, and the Illinois Live Stock Marketing Association, that the orders and outlets for a large number of the feeder cattle and lambs of the West have been secured. The relationship which exists between the range members and the feed-lot members of the National Association is one that will breed goodwill and develop a more thorough understanding of the mutual problems which exist between these two sections of our country.

The credit corporation serving the Corn Belt has made available funds to feeders with which to buy the product of the ranches. The sales organizations in the Corn Belt and on the eastern markets, with their continued program for better conditions on the markets and higher price-levels, are a dominant factor for an improved live-stock industry.

Much of the time and effort of the National Association has gone to developing and strengthening these marketing units in the various sections of the country, and in building the credit facilities for its members. The aim of the organization is that, ultimately, the producers of live-stock, regardless of the section of the country in which they may be located, will have available to them marketing and credit facilities from an organization owned and controlled by them.

CONFERENCE OF STATE SECRETARIES

AMONG THE IMPORTANT MEETINGS THAT WILL BE held in the course of the four-day convention of the American National Live Stock Association at Phoenix, Arizona, January 7-10, will be the luncheon conference of state association secretaries for the purpose of discussing subjects pertaining to organization and membership, and going over problems of mutual interest. All secretaries of state associations are urged to be present at the convention and sit in at this conference.

FACTS ABOUT COMPULSORY MEAT GRADING

BY I. W. RINGER

Division Chairman, Committee on Standardization and Grades, National Association of Retail Meat Dealers, Seattle, Washington

GOVERNMENT GRADING OF MEATS WAS INAUGURATED in Seattle, Washington, on November 1, 1934. A careful check has been kept on the progress of this great undertaking, and every criticism has been given thorough consideration. Chief among the criticisms are: (1) Medium steer-beef could be sold for more money if it were not stamped; and (2) consumers know nothing about graded meats, and are not interested. These criticisms came from a questionnaire from San Francisco regarding meat grading, there being eight questions asked of a large local packer of the Northwest.

Stamped Medium Grade Not Penalized

Dealing with the first question: Records show that Medium beef is bringing as much money here as it is in New York. September figures show that New York was getting 11 to 13½ cents for Medium-grade steer-beef, while Seattle's price was from 11 to 13 cents. Records also show that this grade comprised approximately 27 per cent of the steer-beef on the Seattle market when grading went into effect, and has gone up as high as 33 per cent. Records further show that Medium beef is not being sold for any more money in other districts of the Northwest where grading is not in operation.

It was also answered that Medium could be passed off to the dealer as Good, if it were not stamped, without price discrimination, and that this reaction is not caused by the consumer, as he knows nothing about it and is not interested. If the consumer knows nothing about it and is not interested, what is the difference then to the retailer how the meat is stamped?

Another question asked was whether or not there had been a shift by the public from cow-beef to steer-beef. The packer answered: "Yes, particularly with restaurant and hotel trade;" but he did not think the consumer was much interested. That argument does not seem to hold. Why should patrons of a hotel and restaurant demand a better grade of meat when eating away from home than they do at home? The restaurateur or the hotel man simply caters to the wishes of his customers.

The essential need today, as recognized in all lines of merchandising, is that the consuming public may know what it is buying. How is the consumer going to be enlightened as to the value of meat as a food product, and as to its quality, unless it is labeled? In the first place, many retailers do not know grades. That has been clearly demonstrated here in Seattle, through the examinations that are required before retailers may sell meats. When the meats are properly labeled, the retailer will be able to pass this information on to the consumer.

Consumer Interested in Grades

Now, as to the consumer not being interested: This question has been raised a number of times, particularly in Portland, Oregon. The claim is made that that city is a "cow town," and that the people want cheap lean meats. It was hard for me to believe that the appetite of the people of Portland was different from that of people in other cities; so, in order to get first-hand information, we had a number of Portland retailers question consumers as to what they thought of the labeling of meats as to grade. The reaction was more than favorable. In addition to that, during the Pacific International Live Stock Show, held last October, through the

co-operation of the Oregon Agricultural College, the Portland Retail Meat Dealers' Association, and B. F. McCarthy, Bureau of Agricultural Economics, Washington, D. C., an exhibit of government-graded meats, showing the different grades, was one of the main attractions of the show. The cooler was attended by B. F. McCarthy, the writer, and others, in order to get the sentiment of the consumer, and thousands of people were interviewed. Their comments when viewing the exhibit were very interesting. They were unanimous in stating that they would like to know what they were getting when buying meats. Among questions asked of them was whether the marking of a piece of meat as "cow" would affect their purchase. The answer every time was that it would not, if they wanted to eat cow. Many said they would at least like to know whether or not it was a dairy cow, and a great many said they had simply quit trying to buy meats. When this show was over, I was more convinced than ever that grading and stamping of meats is a necessity for the best interests of the industry.

Proper Advertising Requires Standardization

Now, as to the advertising feature, which is of the highest importance: How are the consumers and the retailers to get the benefit of advertising unless the products are standardized? How is the merchant, wanting to feature quality merchandise, to be protected against unscrupulous dealers using the same trade names in their advertisements, but actually selling low-grade products? For instance, advertisements under the Seattle system show pot roast, graded Common Cow, at 10 cents, while the comparative Portland advertisements read: "Pot roast, choice cuts of baby beef, 9 cents." Others read: "Pot roast from 'blue ribbon' steers, 10 cents." The facts are that the public is getting the same

grade of meat in both cities at those prices; but the dealers in Seattle are advertising what they are selling, while the Portland dealers, generally, are not. The same thing applies to round and Swiss steak, which is advertised in Portland at 15 cents, from "prize steer beef," but in Seattle Good-grade steer steaks average 30 to 33 cents. Choice T-bone or sirloin is advertised in Portland for 17 cents; Good- and Choice-grade in Seattle sells for 35 cents. Good-grade steer pot roast in Seattle is 18 to 20 cents; Choice-grade up to 23 cents. The following is an example of an advertisement that appeared in the *Portland Journal* of November 8, 1935, which is characteristic of the method of advertising used in that city. The meat advertisement was a very prominent part of a full-page space of a local chain organization, containing a picture of a standing rib roast, and a large headline. It read:

"STEER PRIME RIB ROAST, 17 cents a pound. INCLUDING MORE CHAMPIONSHIP STEERS FROM THE STOCK SHOW! So many of our friends were tickled by getting championship steer-beef at our regular thrifty prices last Saturday that we managed to secure an additional number of these prize beauties. These go on sale Saturday morning as long as they last, at our usual low prices. Come early, and you may get a championship steer beef prime rib roast, standing and cut short, for 17 cents a pound. By the way, all steer beef isn't the same, either—the kind we regularly sell is a select high quality—worth about 5 cents a pound more than ordinary beef or lower grades of steer beef. POT ROAST, 12 cents a pound—it's select steer beef—juicier and more flavorful. SIRLOINS, 18 cents a pound—championship steers are included in these toothsome steaks."

You will note by this advertisement that so many of their friends and customers were so "tickled to get hold of some quality meat" that they "managed to secure an additional number of the prize beauties." I had a consumer take the advertisement in hand and go to the market early, as it was

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American National Live Stock Ass'n

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MEETINGS—SESSIONS

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advertised, in fine print, that if the customer did so he might get a champion steer prime rib roast. This was the result: The consumer demanded that particular cut, and after purchase, upon examination, the quality was found to be not above Medium grade, and it was a full-cut rib, with the bones taken out of the short rib and the meat which would be usually sold with the short rib folded underneath and sewed to the roast. A large supply of these cuts were already prepared; the advertisement, however, gave all the impression that one would get a championship prime rib roast, cut short, for 17 cents, when the proper price of a roast of that description should have been about 33 cents. An expert buyer made the rounds of these markets and finally located a roast that was braided and as described in the advertisement. After considerable discussion with two or three men in the market, and after he had shown them that it was what they had advertised, he got it for \$2.50. It would have cost \$5 ordinarily.

Discussion of this instance with a retailer elicited the information that a customer, requesting a prime rib roast of the above description for 17 cents a pound, was promptly given her cut from a Medium cow, without any explanation. In justifying his action, the retailer stated that if he had told the customer that a roast of the quality described could not be sold for 17 cents he would have lost the sale. He knew the advertisement was untruthful, but he contended that the customer would have got the same kind of a deal had she gone to the place where it was advertised. As he put it: "It was not that he wanted to chisel, but competition of this kind forced him to it."

Consumers Interested in Quality Meats

Now, what do you suppose the opinion of the consumer is about "blue ribbon champion steer prime rib roasts"? You can readily understand what the marking would mean from an identification standpoint. If the consumers are not interested in quality meats, why is there such concern at live-stock show-time over blue-ribbon cattle? 4-H Clubs and other exhibitors of quality beef and lamb get on an average of from 2 to 2½ cents more a pound, live weight, and in some instances much more, because there is a blue ribbon on the animal, and the supply is quickly absorbed; and some of our chiselers will buy a prize steer and have their pictures taken beside it for advertising purposes, and then sell cow as steer for the rest of the year—where they can get away with it. What I cannot understand is why they use the term "quality

steer" in their advertising, and never use the word "cow" unless they have to, if, as they claim, it does not make any difference to the so-called "non-interested consumer."

Meat Consumption Increased Since Advent of Grading

There is more meat being consumed in Seattle today, by a great deal, than there was at the time grading was inaugurated. For instance, the grading sheet shows in January, 1935, a cattle-slaughter run of from 1,000 to 1,200 a week; lamb and mutton carcasses, from 2,800 to 3,000. There seems to have been a gradual increase in number since the system was put into effect. Take October, through to the last part of November, for example, as shown in the following table:

CATTLE

Week Ending	Oct. 19	Oct. 26	Nov. 2	Nov. 9	Nov. 16
Total Slaughter	1,472	1,385	1,441	1,397	1,543
Steer:					
Prime	33	12	18	17	5
Choice	118	90	118	81	98
Good	315	255	253	318	375
Medium	131	161	129	152	144
Common	55	60	26	29	22
Cutter	1	2		2	
Low Cutter	3				

SHEEP

Week Ending	Oct. 19	Oct. 26	Nov. 2	Nov. 9	Nov. 16
Total Slaughter	3,465	3,024	3,187	3,324	3,172
Lamb:					
Prime	178	121	124	97	109
Choice	1,056	1,022	941	1,161	1,023
Good	1,265	1,075	989	1,101	916
Medium	345	297	333	211	216
Common	31	32	26	3	31
Culls	3		24		1

These figures show that there are at least 150 to 200 more cattle and 300 to 400 more lambs and sheep being sold each week than when the grading began.

Good and Better Grades Constitute Half of Slaughter

The percentage of grades lower than Good have kept about the same average, with the increase leaning favorably toward Prime, Choice, and Good steers and heifers. The same thing applies to lambs. With Good and better grades showing approximately 50 per cent of the slaughter—and it has run as high as 53 per cent—it would seem that the only item to deal with would be the Medium grade, which runs from 27 to 33 per cent, as below-Medium grades do not have much affect on the market. If the Medium grade were knocked down, as they claim—but that is not true—you still would not be justified in not identifying the better grades; and it would be no time, in my opinion, until the Medium grade would be finished, if the producer is assured of his proper returns. There is no reason why people should be interested in good quality meat only at stock-show time. It is the identification—the "blue ribbon." They will eat it the year around if they can get it. Who ever heard of anyone's having an appetite for something good only once a year?

We have been trying to have enacted in Portland an ordinance similar to the one in Seattle, but we lost the first round on November 19 through organized efforts of the chain-store system, the larger packers, and two or three wholesale butchers who were against the grading; the inspection features of the proposed ordinance were bitterly opposed by the Grange, although that body is not opposed to grading.

Grading Helps Retailer

Grading has been a great help to the retailer in his purchases, who, for the most part, buys by grades. Judging from

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their sentiment, the value of grading is becoming more apparent as it goes along. Look what has been done in the sausage business. It was ruined by the making of an inferior product; but now rapid headway is being made toward regaining public confidence through certifying its quality. Grading will, without question, increase consumption of meat. It will make possible the use of truthful advertising, which is so badly needed.

The evils pointed out in this article prevail generally over the country, and it is hard to understand how anyone can be against "Truth-in-Meats." Live stock is bought by grade; why should it not be sold to the consumer by grade? No one can be against a uniform standard of grading unless prompted by selfish motives.

NEVADA CATTLEMEN MEET

THE FIRST ANNUAL CONVENTION OF THE Nevada State Cattle Association was held at Elko, Nevada, November 7-8. Stockmen from all parts of the state were present. Of the questions that came before the convention the most important were those dealing with the Taylor Grazing Act.

The address of welcome was delivered by R. A. Kinne, of Elko, to which response was made by Fred Dangberg, of Minden, Nevada. William B. Wright, president of the association, then delivered his annual address, which outlined the accomplishments of the year-old organization, its purpose, and hopes for the future. "Farm Credit" was the subject of an address by W. S. Guilford, of the Federal Land Bank of Berkeley.

In the afternoon addresses were made by James G. Scrugham, representative in Congress from Nevada; F. E. Mollin, secretary of the American National Live Stock Association, Denver; and Russell Thorp, secretary of the Wyoming Stock Growers' Association, Cheyenne, Wyoming. Various discussions took place during the session.

In the morning of the second day, Edward N. Wentworth, of Armour & Company, Chicago, spoke about the "World Cattle Situation." R. C. Stitser, of Winnemucca, and Davenport Phelps, of the National Live Stock and Meat Board, Chicago, were other speakers. Senator P. A. McCarran, of Nevada, spoke in the afternoon.

Resolutions were adopted as follows:

Demanding preservation of domestic market for domestic producers, and urging Secretary of State Hull to follow that policy in reciprocal trade agreements negotiated;

Demanding continuance of present complete embargo, and urging senators to use every means to prevent ratification of Argentine sanitary convention;

Indorsing Kleberg bill which will tax oleomargarine not made from domestic products, and opposing effort to tax domestic products;

Opposing Capper-Hope-Wearin bills, or similar measures; Indorsing government beef-grading program and urging that it be made nationwide;

Indorsing National Live Stock and Meat Board and urging members to contribute toward its financial support;

Opposing cattle program or processing tax on cattle; Urging issuance of term permits in 1936 as only way fully to satisfy loan requirements of Farm Credit Administration and to stabilize ranch operations;

Opposing assessment of fees by Taylor Grazing Administration, whether on basis of licenses or permits, until grazing units are stabilized;

Indorsing rules and regulations for administering grazing act in District No. 1, submitted some time ago to Department of the Interior, and urging immediate approval;

Urging Taylor Grazing Administration to follow plan suggested at first meeting in Salt Lake City—that rules and

regulations for administration of act be submitted to joint representatives of national cattle and sheep associations before adoption—as best assurance for satisfactory regulations;

Opposing amendments to Taylor Grazing Act which would detract from security provisions now contained therein, or which would disturb Section 3 guaranteeing unimpairment of value of grazing unit;

Favoring repeal of Taylor Grazing Act, unless restoration be made of confidence in fulfillment of assurances given by Department of the Interior, such as sound credit base acceptable to Farm Credit Administration on earning-power value of producer's complete operating unit, and definite functioning of local self-government;

Urging greatest possible economy in government, and opposing new taxes except for replacement purposes only;

Urging consolidation of all range-conservation work under single management.

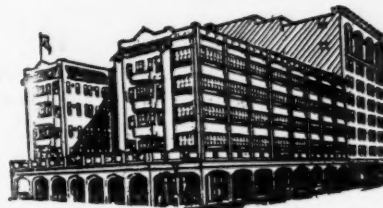
ARIZONANS ADOPT GRAZING RESOLUTIONS

AT A MEETING OF STOCKMEN, HELD IN PHOENIX, November 4, called for the purpose of considering the Taylor Grazing Act, resolutions were adopted which we summarize as follows:

Resolved, By committee representing state sheep and cattle associations of Arizona that opinion of members of these organizations that purported grazing districts which Department of the Interior attempted to establish, predicated such action upon meeting held January, 1935, called by F. R. Carpenter, director of grazing, are invalid, null, and void;

Resolved, That purported grazing districts be set aside and held for naught, and that no grazing district except District No. 1, known as "Arizona Strip," be created without formal resolution duly adopted by authorities of state associations, and then only by full compliance with provisions of Taylor Grazing Act;

Resolved, That, since Department of the Interior has held Arizona to have no right of indemnity selection under with-



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drawal order of November 26, 1934, and Taylor Grazing Act itself extends such right, regulations be so modified that immediate indemnity selection can be filed, and that applications now or in future filed under Section 8 be acted upon and approved.

Action taken by residents and taxpayers of the "Arizona Strip" is summarized as follows:

Administration of Taylor Grazing Act should provide: (1) that northern boundary of grazing district contained therein (Arizona Strip) shall not extend beyond state line; (2) that rights of applicants having permits therein be confined to commensurate property they may own in "strip;" (3) that board of directors of district be citizens of Arizona and remainder of directors confined to such non-residents as have commensurate property in area and engaged in livestock operations; (4) that administrators, graziers, and range riders have no personal rights under consideration.

Inasmuch as the committee was "representative of that group of citizens who have pioneered this area and over a long period of time have established such values as may exist in that vicinity," preference right as permanent residents over those using the area solely for transient operations was claimed, and a prayer was made that administration of the "Arizona Strip" be eliminated in its entirety from control of Utah or any federal branch office located in that state and placed under jurisdiction of the grazing office located at Albuquerque, New Mexico; or in event that Arizona would be eliminated as a unit, then the group desired that administration of this "strip" be combined with that of other Arizona units.

PHOENIX PROGRAM DEALS WITH VITAL PROBLEMS

A FULL PROGRAM FOR THE AMERICAN NATIONAL Live Stock Association convention at Phoenix, January 7-10, has not yet been arranged. It is possible, therefore, only to give the names of a few of the speakers—

F. R. Carpenter, director of the Taylor Grazing Administration, will address the convention on the subject, "Public Pasture Rights." F. A. Silcox, chief of the Forest Service, will talk on the policies of that department. Dr. A. F. Vass, of the University of Wyoming, will present recent studies made on grazing capacity of ranges.

R. H. Cabell, president of Armour and Company, has chosen as his subject, "World Meat Consumption." R. M. Doe, vice-president of the Safeway Stores at Oakland, California, will discuss "Beef Merchandising."

Joseph B. Eastman, chairman of the Interstate Commerce Commission, will deal with transportation issues. Roy F. Britton, director of the National Highway Users' Conference, is scheduled for a talk on "The Future of Highway Use." Charles E. Blaine, traffic counsel of the American National Live Stock Association, has arranged for a round-table discussion of traffic problems, at which all members attending may present such questions as are troubling them.

Dr. H. M. O'Rear, of the Bureau of Animal Industry, is to talk on tuberculosis and Bang's disease in cattle herds and what is being done to eliminate these diseases. Assistant Secretary of Agriculture M. L. Wilson, representing the Department of Agriculture, will speak on the policies of that department. B. M. McCarthy, of the Bureau of Agricultural Economics, will discuss the "Progress of Federal Beef Grading and Its Ultimate Benefits to Cattle Producers."

Clarence Jackson, president of the Yavapai Cattle Growers' Association, is to explain the famous "calf plan" of financing the American National, which Arizona has worked out so successfully, and without which the past two years would have been exceedingly lean ones for the association.

There will be other speakers, and other subjects: Tariff protection, made more acute by the Reciprocal Trade Act; the question of preventing entrance into the United States of cattle products from countries where foot-and-mouth disease is known to exist; the possibility of bringing to life again the attempt to place a processing tax on cattle; the ever present threat of legislation which would force live stock through the central markets; the confusion brought about by the refusal of the Forest Service to renew term permits and by the failure of the Taylor Grazing Administration to establish definite rules and regulations; the necessity of passing legislation which would place our margarine industry upon a domestic basis. All the problems that are vital to the livestock producers of this country will be taken up in detail.

No producer of live stock can afford not to be at so important a meeting. The American National speaks for all range cattle producers, and, in order that it may speak correctly, it is essential that every state be well represented. All cattlemen are invited to attend.

FARES TO THE PHOENIX CONVENTION

THE RAILROADS FOR MANY YEARS HAVE PROVIDED special fares from eastern destinations to Arizona and Pacific-coast points to accommodate winter tourists. They have already re-established such fares for this winter, and in some cases they are materially lower than the fares provided during the past ten or twelve years. Recently the railroads have made permanent reductions in fares between points in the western district. Therefore, cattlemen who are planning to attend the national convention at Phoenix on January 7-10 will have a wide variety of fares to choose from. Those boarding trains at points outside the state of Arizona should consult their ticket agents as to the lowest rate applicable.

A reduced rate of 85 per cent of the one-way fare for the round trip from all points in Arizona has been granted. In order to get this reduced rate, Arizona stockmen should first communicate with Mrs. J. M. Keith, secretary of the Arizona Cattle Growers' Association, 140 South Central Avenue, Phoenix, Arizona, immediately, so that they may procure certificates to present to their ticket agents.

THE CALENDAR

JANUARY 7-10, 1936—ANNUAL CONVENTION OF AMERICAN NATIONAL LIVE STOCK ASSOCIATION, PHOENIX, ARIZ.

January 7-9, 1936—Annual Convention of Idaho Wool Growers' Association, Idaho Falls, Ida.

January 10-16, 1936—Ogden Live Stock Show, Ogden, Utah.

January 15, 1936—Colorado Stock Growers' and Feeders' Association, Albany Hotel, Denver, Colo.

January 16-18, 1936—Annual Convention of Montana Wool Growers' Association, Bozeman, Mont.

January 18-25, 1936—National Western Stock Show, Denver, Colo.

January 22-24, 1936—Annual Convention of National Wool Growers' Association, Salt Lake City, Utah.

February 18-19, 1936—Annual Convention of Arizona Cattle Growers' Association, Tucson, Ariz.

February 20-23, 1936—Tucson Live Stock Show, Tucson, Ariz.

February 29-March 8, 1936—Houston Fat Stock Show, Houston, Tex.

March 7-11, 1936—San Angelo Fat Stock Show, San Angelo, Tex.

March 9-12, 1936—Amarillo Fat Stock Show, Amarillo, Tex.

March 10-12, 1936—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Amarillo, Tex.

March 14-22, 1936—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.

AMERICAN CATTLE PRODUCER

PUBLISHED MONTHLY

IN THE INTEREST OF THE

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BY THE

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Volume XVII DECEMBER, 1935 Number 7

CANADIAN RECIPROCAL TRADE AGREEMENT

AFTER MONTHS OF EFFORT, SECRETARY Hull has announced the consummation of a trade agreement with Canada, effective January 1, 1936. Substantial tariff reductions are made by the United States on many of the principal agricultural products produced in Canada in excess of domestic requirements, apparently without regard to the effect that such imports will have in this country. In return, Canada grants some "chicken-feed" reductions on fruits and vegetables of minor concern to the agricultural industry of this country, the main concessions being on automobiles, machinery, and manufactured articles. In other words, American agriculture is asked to accept added competition in order to facilitate the export of industrial products—a step backward in tariff-making, and an increase, instead of a decrease in the disparity that has always existed between agriculture and industry,

so far as tariff protection is concerned. It was this long-time disparity, more than anything else, which brought American agriculture to the brink of disaster.

A storm of protest, nationwide, has met the announcement of the agreement. The drought cattle purchase program was hailed as a godsend in disposing of surplus cattle. It does not seem to make sense to spend more than \$100,000,000 to bring supplies in line with demand, and then cut the tariff again to increase the supply. Cattle-producers are wondering what President Roosevelt meant last August when he assured a delegation of western Congressmen that no action would be taken in the Canadian agreement that would prevent the restoration and maintenance of parity prices. The cattle price on October 15 was only 95 per cent of parity. Dairy producers, with their products selling at about 75 to 80 per cent of parity price on that date—urged to sell all cows infected with Bang's disease as the best method available to reduce production and hence restore prices—are appalled at letting the bars down on both dairy cows and cream. Potato-growers, in desperation over low prices, urged Congress last summer to adopt a drastic control act. Now they are informed that the tariff is to be reduced on seed potatoes, so that we can produce larger and better crops. Hay-growers of the northeastern section of the United States, with the largest crop in years, are handed a \$2 cut in the tariff, and will have added and very unwelcome competition. Maple sugar is to be sweeter, with the tariff reduced from 6 to 4 cents a pound. Many other agricultural items are similarly favored. It has been aptly referred to as a sample of the much advertised "more abundant life"—for the Canadians.

For the cattle industry—with a cut of 1 cent a pound on cattle weighing 700 pounds or more, and a quota of 155,000 head on that class; a like cut on calves weighing less than 175 pounds, with a quota of 52,000 head; and a reduction on dairy cows of 1½ cents a pound, with a quota of 20,000 head—an increase in imports of more than 50 per cent over recent heavy runs is indicated. For the first eight months of 1934 our imports from Canada were approximately 4,000 head. For the same period in 1935 they were approximately 92,000 head, or at the rate of 138,000 head per annum. The agreement encourages the importation of 227,000 head per annum. The damage to the American industry will be greatest when increased supplies force prices to lower levels, as in 1934. The old rates were effective then. They provided protection when it was most needed. The new rates will encourage competition when it will do the greatest harm. That a small surplus—a mere fraction of a season's entire run—can dis-

astrously lower prices has been too often demonstrated to need any further supporting evidence.

Furthermore, the treaty establishes a bad precedent. Already announcement has been made that Mexico and Argentina will push for negotiation of trade agreements long under consideration but not at an active stage. Assurances are given that the Canadian agreement is so drafted that its extension to other countries under the most-favored-nation clause would have little effect. But what assurance have we that Secretaries Hull and Wallace—both keen to increase foreign trade even at the sacrifice of American agriculture—will not, if asked, graciously allow Mexico, Argentina, and other countries to write the terms to suit their individual cases? That is what Canada did.

The agreement is predicated on the theory that trade with Canada will be restored to the 1930 level. That theory overlooks the British Dominion agreement entered into in 1932, which cemented relations between the various Dominions. Canada has made a good bargain with us. She can now dispose of her surplus in the United States, whether we need it or not. But who for a minute thinks that she will not continue to favor other British Dominions with her trade, whenever and wherever possible?

The protests of the stockman, the dairyman, and the farmer are being joined by those of the lumberman of the Northwest, likewise hit below the belt. Already it is indicated that some of these groups may join the Florida Agricultural Tariff Association, concerned over the working of the Cuban agreement, in a test of the constitutionality of the Reciprocal Trade Act. An effort quicker to repeal it will no doubt soon follow the opening of Congress in January.

The AMERICAN CATTLE PRODUCER ventures to predict that the Canadian agreement will not long remain in force. Secretly arrived at, with only farcial opportunity given American producers to appear in their own interest, and with our official cabinet representative an ardent advocate of foreign trade, American agriculture will rise up and demand that the American market be preserved for the American producer, and that the declared purpose of Congress in passing the Agricultural Adjustment Act—namely, to restore purchasing power by the maintenance of parity prices—shall not be cast aside in order to increase the manufacture and export of industrial products.

Strenuous efforts have been made by various cabinet members to answer the storm of criticism. Secretary Wallace, with his typical intolerance for anyone who disagrees with him, classes all objectors as "enemies of agriculture," or victims of such enemies; but it has yet to be demonstrated that lower prices

bring increased prosperity to producers; and lower tariffs certainly mean lower prices. We cannot long continue to restrict production with one hand, and let down tariff bars with the other.

THE PRODUCER, THE FEEDER, AND THE TARIFF

A FEW WEEKS AGO IT WAS REPORTED that, at a meeting of cattle-feeders, held in Shenandoah, Iowa, a demand was voiced that the tariff on feeder cattle be lowered in order to give feeders greater opportunity to purchase their raw material; but, of course, as is usual where selfishness comes to the surface in this form, it was desired that full protection be retained on the finished product—the corn-fed beef animal.

To the credit of the cattle industry as a whole, be it said that such instances of shortsighted self-interest have been few and far between. When the Smoot-Hawley Tariff Bill was written, range-cattle producers and Corn Belt feeders worked side by side to secure a balanced tariff that would give protection alike to the western grower on his raw material, the feeder steer; to the Corn Belt feeder on his product, the corn-fed steer; and to the packer on his dressed beef. The rates as finally secured—2½ cents a pound on cattle weighing less than 700 pounds, 3 cents on cattle weighing more than 700 pounds, and 6 cents on dressed and canned beef—were fairly well balanced.

Attention might be called to the ungratefulness of a Corn Belt feeder who protests against prices which he now has to pay to stock his feed-lots. Last year he enjoyed, at the expense of the range cattleman, the greatest margins ever known in the cattle-feeding business. Some cattle that went into the feed-lot at 5 cents a pound sold later for 15 cents a pound in Chicago, and generally it was a most profitable season for the feeders, the advance coming too late to do the western rangeman any good last fall. This year he is getting his fair share of the higher prices, and the feeder should be the last one in the world to object.

The folly of starting a quarrel within the industry over the tariff is shown in the recent announcement of the reciprocal trade agreement with Canada, reported elsewhere in this issue. Instead of the Corn Belt feeders getting preferential treatment, they got the short end of the deal, through no fault of the range-cattle producers, who have protested vigorously against any tariff cut. The reductions are made only on veal calves weighing under 175 pounds, and on cattle weighing over 700 pounds, thereby excluding to a large degree the stocker and feeder type. Canada has surplus grain of her own, and

hence the desire to feed out her cattle and sell the finished product in American markets. The range-cattle producer and the Corn Belt feeder should again join hands and fight together until the Canadian reciprocal trade agreement is abrogated or the Reciprocal Trade Act found unconstitutional, and the industry as a whole given the protection to which it is entitled.

THE NEW FOREST SERVICE POLICY

SOON AFTER SECRETARY WALLACE TOOK office he inaugurated a policy of relating forest grazing fees to average farm prices of cattle and sheep, thus settling satisfactorily to most of those concerned a matter which had for years been a source of friction between the Forest Service and live-stock graziers operating on national forests. Ten-year permits were in effect; the Farm Credit Administration was working out new and more liberal rules for Federal Land Bank loans on ranches operating in connection with forest areas. Probably at no time since the organization of the Forest Service had relations been so friendly.

Unfortunately, the officials in charge were not content to let well enough alone. A conference of supervisors was called to meet at Ogden a year ago to consider steps to be taken, as ten-year permits expired in 1934. The American National Live Stock Association at that time formally requested an opportunity for its Forest Committee to confer with the officials, but the request was arbitrarily denied, although a yearly conference with national advisory boards is called for in the rules of the Forest Service. No such conference, by the way, has been held for many years.

Taking advantage of the temporary range depletion—due almost entirely to the cumulative effect of an extended period of drought—the Service ordered substantial cuts in 1935 for range protection. Stockmen have generally co-operated in this direction, because, despite all the ravings of the erosion specialists, wherever control is possible they are, with limited exceptions, range conservators, and not range destroyers. Witness the fact that the range condition on October 1, 1935, according to the Bureau of Agricultural Economics, was 83; the condition on October 1, 1934, 55; and the ten-year average, 80.3. What the permittees would like to know now is whether, with the restoration of the ranges in such short order as indicated, their permits will be increased accordingly—or were these cuts for range protection, in effect, additional cuts for distribution?

On the excuse that it was necessary to co-ordinate with the Taylor Grazing Administration, the Forest Service has refused to renew term permits; has made

substantial cuts for distribution; has indicated that additional cuts will be made in succeeding years; and has declined to commit itself as to when, if ever, term permits will again be considered. Local, state, and national advisory boards are almost completely ignored, and apparently the Service is out to set a record for arbitrary, high-handed bureaucratic control.

The present user who has his commensurate property, who has paid his taxes, and who has supported local institutions for many years, appears to be the "forgotten man." The Service has gone "social," and is tremendously concerned over everybody who casts a longing eye toward the forest, no matter how slight his claim for consideration may be, and regardless of the fact that the only way to get him on is to oust someone else.

As a result of this new policy there is evident much dissatisfaction. Many people believe that eventually all grazing services will be under one administration. Stockmen who have been loyal to the Forest Service in the past are beginning to think that they might improve the stability of their operation if there were fewer arbitrary rules and regulations laid down by a bureau for their guidance, and, instead, an administration of grazing in accordance with a basic law which determines rights.

Grazing on the national forests is a business deal for the sale of forage; it is not a privilege, as the Forest Service generally designates it.

The fact that many people desire access to the forests is no proof that they could operate efficiently if they got on. As a matter of fact, the official records show that many applicants are not stockmen; some of them have no stock at all; many have no intention of engaging in the business permanently, and are not equipped for any reasonable chance of success.

Granting that there is not enough grazing to go around to all who seek it, is the present policy of constantly whittling down permits and driving many competent stockmen out of the business doing anyone any particular good? Is it not time to call a halt to this, and put the grazing service on a basis of permanency along lines similar to those provided in the Taylor Grazing Act? Is it not time to restore stability of operation, encourage reasonable Federal Land Bank loans on ranches which use the forests to some extent, and regain the goodwill of the stockmen? After the present socialistic mania has run its course, it is barely possible that the man who has made a go of things will be considered almost as important as the man who has been less successful. Is it good business or good ethics to tear down the former in order to help the latter?

PRIVATE AND GOVERNMENT LENDING AGENCIES

GRADUALLY THE FINANCIAL DISTRESS precipitated in 1929 is easing up. During the closing quarter of 1934, private lending agencies averaged 35 per cent of the mortgages recorded, as against 23 per cent at their low point. Governmental financing agencies had taken up the slack. As conditions further improved, the private companies came back more strongly into the field, and for the first half of this year they recovered 52.5 per cent of the farm mortgages.

In 1928 private agencies were doing over 87 per cent of the nation's farm mortgage loan business. The twelve Federal Land Banks had been operating then over ten years, yet had taken on less than 13 per cent of that business. Then when the crisis came, 77 per cent of all farm mortgage loans were made by land banks. Now the tide is turning again back to the private lending agency.

In normal times the private banker is the man to whom the borrower goes with his financial matters. Not always so, however, when the pressure becomes too hard, as during our recent distressing period. The private banker may find it impossible to take care of his old customers.

Of criticisms of the government's activities in the banking field there have been many. But when the crisis comes, the farmer needs its help. When the crisis is passed, he can use the service that suits him the best. There is room for both.

BACK WHERE TARIFF-MAKING BELONGS

A MONTH OR TWO AGO THE DEPARTMENT of State issued a release on the subject of the expansion of United States trade with Cuba since the two countries entered into a trade agreement a little over a year ago. The tenor of the release was that exports to Cuba had increased mightily since the advent of the treaty. We quote therefrom: "This trade reached the high level of \$51,470,108 during the first eleven months of the agreement—a gain of \$19,231,260, or 60 per cent over the exports during the comparative pre-agreement period."

That looked promising on the face of it, but we wondered if there were not a little more to the story. We were curious about exports of Cuban commodities to this country during the period mentioned. We found—not in the release, however—that "the value of exports from Cuba to the United States for the first eleven months of the agreement increased over

that for the eleven months preceding the agreement from \$56,625,510 to \$112,183,751, or by nearly 100 per cent." Here was the other half of the story.

THE PRODUCER has been wary of these foreign trade agreements right along—the Department of State, with its gusto for increasing foreign trade and its power to make agreements with foreign nations on a more or less private basis, would certainly lead us into difficulties despite promises that the power would not be used at the expense of American agriculture.

From the fact that the Florida Agricultural Tariff Association has already announced its determination to test the constitutionality of the Reciprocal Trade Act, it is evident that agriculture has not been sufficiently protected in the Cuban agreement. Hence it would seem that our fears in the matter were justified, and future agreements will be more closely watched.

While the immediate prospect is not pleasing, it seems likely that, if the act is not found unconstitutional, Congress will soon take back to itself the power to write the tariffs. In a great emergency it delegated its time-honored prerogative of tariff-making to the President. The unwise use of that authority to the detriment of American agriculture, now being so clearly demonstrated, will soon bring the matter to a head, and force Congress again to exert its proper function in the matter.

THANK GOODNESS FOR BEEF

THE COLLECTIVE WISDOM OF CATTLEMEN in vigorously resisting the AAA plan of a processing tax on beef and a reduction program for the cattle industry, ultimately forcing the abandonment of that plan, is clearly evidenced in the meat situation that prevails at this time. Note the slaughter figures:

The October slaughter of cattle under federal inspection was the largest for any month since January, 1919, and with only two exceptions was the largest for the month of October. It was 30 per cent over the five-year average.

Now turn to hogs, where the situation is exactly the opposite. The October slaughter was the smallest for the month since 1917 and 38 per cent below the five-year average.

If beef were as short as pork, which conceivably it might have been if the planners could have had their way, there would now be a meat famine in this country, with all its attendant agitations and dislocations. Most effective of all would have been the consumer uprising against the administration. The AAA can thank the cattlemen of this country for refusing to be cowed. The attempt was made to hold up to agricultural ridicule the individuals who had the courage to stand against the beef plan, but time has proved that they were right.—*Chicago Daily Drovers' Journal*.

THE ROAD THAT LEADS TO EROSION CONTROL

WE HEAR A GREAT MANY STORIES about erosion and the way it is being *controlled* by different government bureaus, which would be amusing if they were not so absurd. One member, who has been running cattle in the Gila Valley for many years, told us what has happened on his range. All through the years he has been careful when driving over his range with wagons or cars not to cut deep tracks that could start the water draining away. He drove in different places, allowing the grass to keep growing and hold the turf. In this way he has kept any new washes from developing and has checked those that got started through natural causes. Not long ago, however, a camp of government men moved in for the purpose of stopping erosion. The first thing they did was to take a wide, heavy scraping machine and cut a deep road right through the country. In order to reach the places where they wanted to stop erosion, they used the same road-tool and cut other wide, deep roads over the range. They followed the light tracks they found with this tool, and now have a network of wide, smooth, deep roads, down which the water can run toward the sea.—*Weekly Market Report and News Letter* (Arizona Cattle Growers' Association).

THE RESETTLEMENT ADMINISTRATION'S JOB

ELIJAH HALL'S CLAIM WAS THE BEST GRAZING land in Baca County—forty-nine years ago.

Today it is empty, sterile, useless!

"Father did well until the country became crowded with farmers."

One of Hall's ten children, Miss Willie Hall, was telling her story to the Colorado regional office of the Resettlement Administration.

"I am glad he is not living now to see the ravaging of that grazing land," she said. "He always protested against its cultivation. He knew it was meant for grazing, and never for growing."

Surveys made in the Colorado-Montana-Wyoming region show that section upon section of land has had its good top soil destroyed through misuse of the land. A recent survey of a tract of Colorado land, included in 150,000 acres of poor land purchased by the federal agency, revealed that at one time this was a rich grazing region, until land speculators, including hundreds of non-residents, purchased vast tracts and plowed them up for wheat production.

This is one kind of situation that the Resettlement Administration is out to correct. Its duties are described by the President as follows: "To administer approved projects involving relocation of destitute or low-income families from rural and urban areas, including the establishment, maintenance, and operation of communities in rural and urban areas; to make loans to help finance the purchase of farm lands, food, live stock, and necessary equipment by farmers, farm tenants, croppers, or farm laborers; to purchase land and devote it to the best possible use." The land policy of the Resettlement Administration is "to convert unprofitable land to profitable utilization, that is, to its best economic use. Land suitable for grazing should be used for grazing, and not, for instance, for wheat growing."

The land-utilization program of the Resettlement Administration is an extensive one. Originally the sum of \$25,000,000 was set aside for the purchase of lands. Now the total amount available is about \$48,000,000. Approximately 10,000,000 acres of land will be acquired with these funds, most of it under option, and over 4,500,000 acres have been accepted for purchase. The general program of the Resettlement Administration is being executed from headquarters in eleven regions which cover all the states of the Union.

WELCOME TO PHOENIX

HERE IS AN INVITATION TO THE NATIONAL MEETING direct from the headquarters of the Arizona Cattle Growers' Association at the convention city, which shows that Arizona cattlemen are anxious to have you come to Phoenix. The invitation is extended to all stockmen. Pack your bag and go to Phoenix. Its weather is notoriously fine.

PHOENIX, ARIZ., November 4, 1935.

TO MEMBERS OF THE AMERICAN NATIONAL LIVE STOCK ASSOCIATION AND ALL STOCKMEN:

As has been announced in *THE PRODUCER*, the next annual meeting of our National Association will be held in Phoenix, Arizona, January 7 to 10, 1936.

The business to come before the convention is of primary importance. We have any number of problems that are pressing for solution, and your assistance is needed in working them out.

I think we all exaggerate our own importance on our ranches. I believe you will find, as I have, that when we leave the ranch to attend to other business and then return, things have gone along about the same as they would have if we had been there. Our sense of proportions and values is better for having had a short vacation from our individual ranch problems.

So I feel, in urging you to attend the Phoenix meeting of the American National Live Stock Association, that you will gain a clearer insight into the problems of our industry; that you will be able to assist in the solution of those problems; and that your ranch operations will not suffer from your absence.

There will be plenty of opportunity for work, for getting acquainted with cattlemen from other parts of the West, and for comparing notes with them. Let me urge all of you to attend this meeting.

We can recommend our Phoenix winter climate (but cannot guarantee the weather).

The meeting opens Tuesday afternoon, January 7. Be here.

Sincerely yours,

FRANK S. BOICE.

President, Arizona Cattle Growers' Association.



FRANK S. BOICE

Chinese Cotton Crop Reduced

The 1935 cotton crop in northern China and in six of the seven producing provinces of southern China is estimated at 2,216,000 bales, compared with the record crop of 3,125,000 bales last year.

ATTENTION, FEEDERS!

In 1935 some 45,000 cattle, mostly
feeders, were shipped out of

YAVAPAI COUNTY, ARIZONA

Investigate this source of
Good Hereford Feeders

WRITE THE

Yavapai Cattle Growers

PRESCOTT, ARIZONA

DINE—DANCE

at the

Grand Cafe**A-1 STEAKS—BEST DINNERS**

FLOOR SHOW—DANCING
BEST BUFFET SERVICE

We Use the Best Only

PHOENIX AND THE SALT RIVER VALLEY

BY M. E. BEMIS

Phoenix Chamber of Commerce

THROUGHOUT THE UNIVERSE A FEW PLACES SEEM to have been more favored by nature than the rest of the world. There are places along the shores of the Mediterranean celebrated for their salubrious climate; there are places on the shores of some of our own southern states where warm currents from the tropics temper the winds and make the winter temperatures desirable; there are places where rich soils and long seasons make for abundant vegetation, but where living conditions are not conducive to health and happiness; and there are sections where rainfall is scarce and water for irrigation too limited to make the lands productive. Phoenix and the Salt River Valley, it is believed, offer more of the desirable and necessary characteristics for plentiful years than any other place in the world.



QUEEN CREEK BRIDGE

Phoenix is the county seat of Maricopa County and the capital of Arizona. Because the early settlers had the vision to see that here would be one of the chief cities of the inland Southwest, and, due to its proximity to a centuries-old ruin, built by an unknown race, it was named "Phoenix," for the mythical Phoenix bird which rose from its own ashes. This city, without the incentive of extraordinary industrial developments or the discovery of oil or gold, has had a steady growth from its beginning, and today has a population of 55,000 people within the corporate limits and 108,000 within the metropolitan area.

Welcome, Cattlemen!

AMERICAN KITCHEN

33 NORTH CENTRAL AVENUE, PHOENIX

Phoenix's Oldest and Best-Known Cafe. Same location, same management for over a quarter of a century.

AMERICAN AND CHINESE DISHES

Served at lowest possible prices consistent with the best the market affords.

Our kitchen open for inspection at all times.

WE NEVER CLOSE



"THE HILLS ROCK-RIBBED, AS T

Phoenix has an ideally healthful and stimulating wintered for mate, with very little wind, low humidity, and ultra-violet rays roads shine of unusual richness 84 per cent of the possible time. allureme

No state can claim more wonderful scenic attractions Apache points of historical and ethnological interest. Phoenix is happily fa

Welcome, Cattlemen!

HOTEL LUHRS

Central Avenue at Jefferson, Opposite Greyhound Depot

PHOENIX, ARIZONA

Now completely remodeled. You will enjoy your stay.

Rates: \$1 and up; with bath, \$2 and up.

BABBITT & COWDEN LIVE STOCK COMPANY

Specialize in the breeding of bulls for Arizona ranges—bulls that are raised under range conditions.

Ranch:
Willcox, Arizona

Office:
405 Title and Trust Building
Phoenix, Arizona

Cottonseed Cake—All Sizes *Either 43% or 41% Protein*

Western Feeders Supply Co.

118 Live Stock Exchange Building

FORT WORTH, TEXAS

A Service Institution serving the users of Cottonseed Feeds since 1912

days followed trails where the road is now. The trail leads through rugged mountains, along picturesque multi-colored cliffs, on the side of deep canyons, and emerges at Roosevelt Dam, one of the greatest of modern engineering accomplishments.



AGUA FRIA BRIDGE

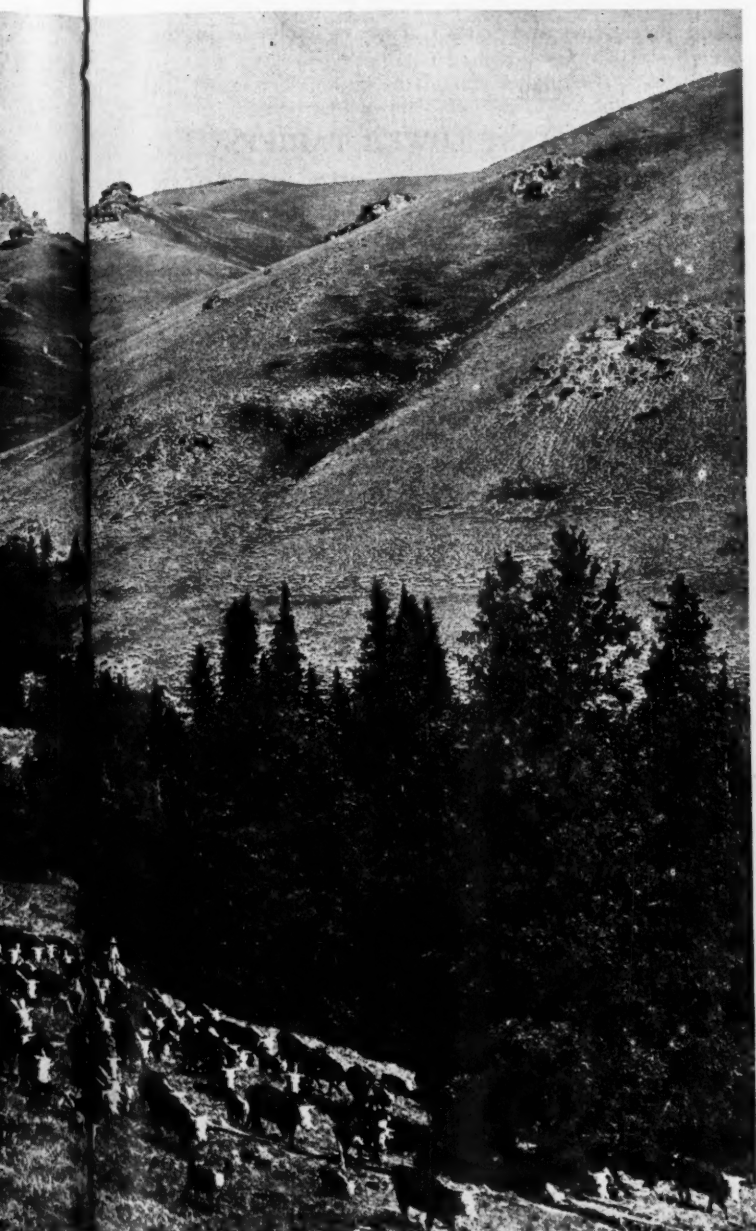
The State Capitol Building is a dignified and impressive structure of native tufa stone, surrounded by a beautiful, landscaped park. An interesting feature of the grounds is a cactus garden containing every variety of Arizona cactus.

The Yaqui Indian Village is a treat to visitors. Here the Guadalupe tribe dwells in tiny adobe huts which, clustered in somewhat conglomerate array, form this typical little Indian village.

In a flare of wild beauty, the Phoenix Mountain Park unfurls 15,000 acres of natural scenery. Located just eight miles from Phoenix, this huge acreage comprises the largest city park in the world.

Hieroglyphic Canyon is one of the most fascinating spots in the valley. Mysterious messages from the days beyond the memory of white man are found in strange inscriptions, pictures, and symbols on the rocks along this intriguing canyon.

The museum, reptile garden, curio shops, Indian ruins, prehistoric relics, dude ranches, and many other interesting features make "passing the time" in Phoenix and the Salt River Valley a complete joy.



BED, ANT AS THE SUN."—BRYANT.

g wintered for many novel and world-famous trips of exploration. Let rays roads lead in all directions to a wealth of beauty, mystery, time. allurements.

ractions Apache trail is a scenic highway which has become inter- x is happily famous. In a general way, Apache Indians in the early

CANADIAN-UNITED STATES TRADE PACT

ON NOVEMBER 15 A RECIPROCAL TRADE AGREEMENT between the United States and Canada was signed. This is the seventh agreement concluded under the authority of the Trade Agreements Act of June 12, 1934. Reciprocal tariff adjustments, including both reductions and bindings of existing duty treatment on a wide range of products, are provided, and the agreement will operate under the most-favored-foreign-nation treatment with regard to customs duties and related matters. Various other assurance, dealing with internal taxes, quotas, exchange control, etc., are also provided. The pact will be effective January 1, 1936, pending ratification by Canada, and will continue in effect for three years and indefinitely thereafter subject to termination on six months' notice.

Concessions to the United States include specific duty reductions below most-favored-foreign-nation rates on more than eighty Canadian tariff items, including fresh vegetables, oranges and grapefruit, certain nuts and seeds, certain fish products, machinery, tractors, electrical equipment, iron and steel products, lumber, and miscellaneous wood and paper products. Cotton is also bound on the free list under this schedule, as are rough lumber, certain hides and skins, Indian corn, lemons, and other products of less importance. Most-favored-foreign-nation rates as extended by the treaty affect a varied group of commodities, and other indirect concessions are made through changes in Canada's system of valuation of imports.

Concessions granted by the United States consist of binding on the free list imports into this country of woodpulp, pulp wood, and news-print paper; unmanufactured and simply manufactured wood; fishery products; certain furs; asbestos; fertilizers; and a number of less important commodities.

A reduction of 1 cent a pound is granted on cattle weighing 700 pounds or more, with a quota of 155,000 head; a like cut on calves weighing less than 175 pounds, with a quota of 52,000 head; and a reduction on dairy cows of 1½ cents a pound, with a quota of 20,000 head. Other reductions are made on cream, seed potatoes, Cheddar cheese, turnips, apples, hay, maple sugar, live poultry, and horses; on halibut and certain minor kinds of fish; and on whiskey, certain leathers, and several other items. Feedstuffs for animals, on which the present duty is 10 per cent, may continue to come in at that rate during the life of the agreement.

Reservations on the part of Canada with regard to other areas in the British commonwealth of nations, and on the part of the United States with regard to trade with its possessions and territories and with Cuba, are included in the agreement.

PROTEST AGAINST LOWER TARIFFS

MANY A PROTEST AGAINST THE CANADIAN trade agreement has gone into Washington since announcement of negotiations last January. A final one on behalf of western cattlemen was made by F. E. Mollin, secretary of the American National Live Stock Association, a few days before the agreement was consummated, as follows:

"DENVER, COLO., November 13, 1935.

"HONORABLE FRANKLIN D. ROOSEVELT:

"Cattle industry much disturbed by press reports that reciprocal trade agreement is being negotiated with Canada containing cut in tariff on cattle. Such cut would be entirely contrary to assurance given delegation of western congressmen last August by you that nothing would be done in reciprocal trade agreements which would interfere with main-

Delegates and Members

WELCOME TO PHOENIX

THE PHOENIX Clearing House Association is happy to take this opportunity to welcome to Phoenix all members of the American National Live Stock Association. Delegates and members are cordially invited to use the facilities of the member banks during their stay in the Valley of the Sun.

The Phoenix Clearing House Association

First National Bank of Arizona

Phoenix National Bank

Phoenix Savings Bank & Trust Company

Valley National Bank

tenance of parity price on cattle. Cattle are now below parity price and present price trend is downward. Inevitable effect of any cut in tariff will be still further to depress prices. Our industry is entirely unable to comprehend process of reasoning which seeks to justify diminishing scant protection at present afforded us. It is contrary to spirit and intent of Agricultural Adjustment Act, purpose of which was to restore parity price; and likewise contrary to assurances given at time Reciprocal Trade Act was passed, when we were led to believe that purpose of act was to facilitate exchange of needed commodities. Cattle slaughter first ten months of 1935 heaviest of any year since 1927 except drought year 1934. Calf slaughter first ten months 1935 heaviest of any year on record except drought year 1934. Despite this heavy slaughter, our markets are still available over present tariffs to importations from Canada and Mexico, which totaled 279,000 head first eight months of this year, of which 92,000 head came from Canada, compared with 4,000 for same period last year. Cattle are produced in every county in every state of this country. Every cattleman in entire country will resent cut in tariff, which will simply facilitate importation of Canadian cattle at expense of domestic producer, and will at same time reduce much needed government revenues. The American producer who pays the taxes and supports his government is entitled to a better deal and to more protection, instead of a blow below the belt, which will retard his climb to recovery in the first bright spot he has seen for years."

"F. E. MOLLIN."

RECIPROCAL TARIFF ACT TO BE TESTED

CONSTITUTIONALITY OF THE RECIPROCAL TARIFF Act of 1934 will be tested by the Florida Agricultural Tariff Association in proceedings instituted in the United States Customs Court in New York, it has recently been announced. The action will be brought by George S. Fletcher, of Miami, who is president of the association, which represents leading producers of fruit and vegetables in Florida.

RETAIL FOOD COSTS

WITH THE EXPLANATION THAT THREE MAJOR changes have been made—first, the index of all food costs for the country (51 cities) now includes 84, instead of 42, foods; second, this and other indexes are compared with the three-year average for 1923-25 as 100, instead of 1913 as 100; third, all indexes and all United States average prices of specific foods are weighted according to their importance in terms of population and consumption—the Bureau of Labor Statistics gives the following table of preliminary index numbers of retail food costs in the United States in a recent issue of *Consumers' Guide*:

	(Three-year Average 1923-25=100)			
	Oct. 8 1935	Sept. 24 1935	Oct. 9 1934	Oct. 15 1930
Meats	101.3	102.2	81.4	111.1
Dairy products	73.5	73.2	73.1	96.5
Eggs	83.8	82.3	73.9	95.1
Cereals and bakery products..	93.4	92.7	91.9	93.1
Fruits and vegetables.....	51.8	52.3	62.6	95.3
Fresh	48.9	49.3	60.1	96.0
Canned	80.1	80.9	82.0	91.0
Dried	60.7	61.0	63.8	91.6
Beverages and chocolate.....	68.1	68.3	73.0	92.9
Fats and oils.....	87.2	87.4	64.1	88.5
Sugar and sweets.....	66.7	66.5	65.7	66.4
All foods.....	79.9	79.9	75.8	97.8

NATIONAL WESTERN STOCK SHOW DATES

THE NATIONAL WESTERN STOCK SHOW WILL BE held in Denver, Colorado, not on January 11-18, as previously shown in "The Calendar" in the past several issues of THE PRODUCER, but on January 18-25, 1936.

Beef Campaign 1936

SAFeway STORES
DISTRIBUTION WITHOUT WASTE

"Takes the Bull by the Horns"

For the fourth consecutive year we announce our
**NATION-WIDE FARMER-CONSUMER
BENEFIT CAMPAIGN**

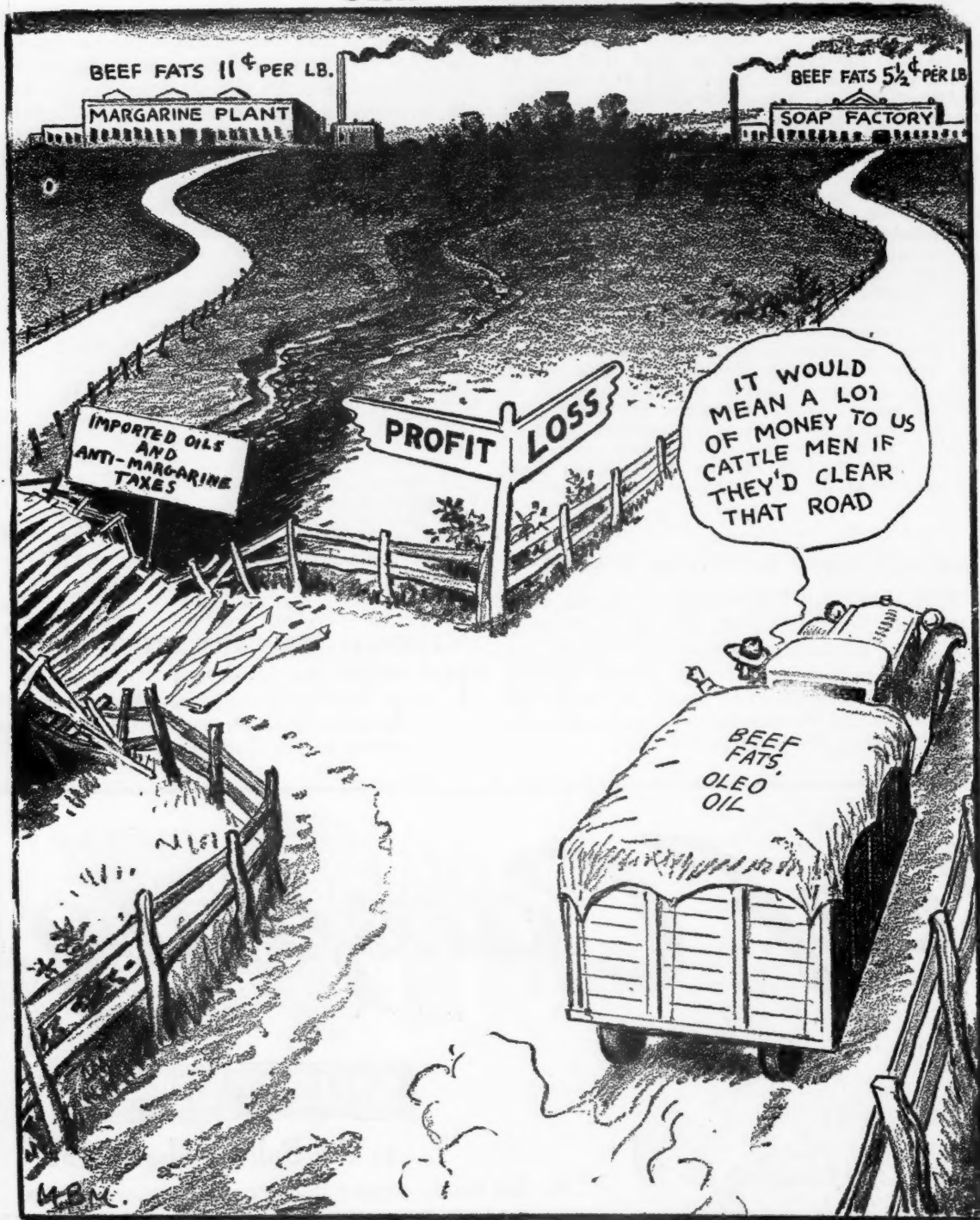
The month of January will see 3400 Safeway markets swing into action in a concerted effort to increase the consumption of BEEF. Eight hundred newspapers will carry special advertising. Thirty-four hundred stores will "dress up" for the occasion. Twenty thousand employees will display, talk and eat BEEF.

Our tail is in the air — Let's go!

DISTRIBUTION WITHOUT WASTE



Clear the Road!



Courtesy Oklahoma Live Stock News.

OLEOMARGARINE LEGISLATION NEEDED

EVERY CATTLEMAN IN THE COUNTRY IS A PRODUCER of fats and oils, but the extensive market for his product which lies right at his front door is denied him. That market is largely in the possession of producers five thousand miles beyond our western coast-line. During the first six months of this year there were imported into this country nearly 1,300,000,000 pounds of fats and oils. Such floods of imports depress prices of our beef fats by crowding them out of employment as ingredients for oleomargarine where they return a better price, and force them into use at the soap factory.

Some progress in excluding foreign oils and fats was made by imposition of the 3-cent tax on coconut oil in May, 1934; but the foreign product continues to come in. Further protection is needed. The Kleberg bill, first introduced at the request of the American National Live Stock Association and re-introduced in the last session of Congress, and which will be pushed for passage next session, would place a tax of 10 cents a pound on margarine containing foreign oils and fats. The cattle industry of this country is entitled to that protection for its by-product. It is believed that the immediate effect of such legislation would be to open an additional market at home for 150,000,000 pounds of domestic fats and oils.

THE STOCKMEN'S EXCHANGE

MEAT ADVERTISING FUNDS COLLECTIBLE

SPENCER, IA., November 23, 1935.

TO THE PRODUCER:

In your November issue of THE PRODUCER we noticed in the Stockmen's Exchange a letter written by Fred A. Hobart, of Pampa, Texas, in regard to increasing the charges on carlots of cattle going through the public markets.

Being in close touch with cattle-feeders in northwestern Iowa, and believing that their expressions of opinion are similar to those of other cattle-feeders, we believe that the charge made and paid over to the National Live Stock and Meat Board could be increased from 25 cents to \$1 a car, thereby giving Mr. Pollock and his organization the necessary funds to carry on their good work. Any student of advertising would immediately realize the great disadvantage under which the producer of meat products is working in this world of modern competition.

If we can be of any service in a move of this kind, we should be glad to be called upon at any time.

J. C. PETERSEN FEEDER CATTLE
AND LAMB COMPANY.

CATTLE INDUSTRY NEEDS MORE FIGHTERS

DALHART, TEX., November 3, 1935.

TO THE PRODUCER:

I have read the letters published in the October PRODUCER that passed between Mr. Mollin and Secretary Hull relative to the lifting of the embargo on South American meats. If we had a few more men with the fighting spirit that Mr. Mollin has we might get somewhere.

I surely believe that we are face to face now with a real fight—a fight that boils down to a matter between the industrial East and the agricultural industry of the West.

The East has always been the victor, it seems to me, in the past. There is no question in my mind of what the effect will be on the cattle business if the great volume of meat those South American countries can produce is turned loose in America. If, though, there should only be a small amount come in, it will serve as a club to hammer prices down.

Mr. Mollin's statement that we have plenty of cattle to feed the nation is certainly just right. If we should be short a few head it would not take long to produce them, if the price is kept at a remunerative figure. I cannot understand an administration that spends millions of dollars buying up the surplus cattle in order to protect the industry, then turning around and doing something that will wreck the entire good that has been accomplished.

I do not believe that we need foreign trade to stimulate business in America nearly so much as we need to get our own laborers employed in useful work. Put the American

laborer to work at a decent wage, and he will create a market in thirty days that will keep the wheels of industry busy day and night.

I am with Mollin in his fight, either right or wrong.

JERRY B. MINTER.

"FIRST CAST OUT THE BEAM"

BUFFALO, S. D., November 13, 1935.

TO THE PRODUCER:

Editorial reference in the October PRODUCER relative to Dr. Seidell's remarks at the Belle Fourche meeting last summer was very timely.

The test in Harding County has just been completed, and here are the figures: Number of cattle tested, 23,048; number of reactors, 31; number of infected herds, 23; number of herds tested, 780; number of cattle passed, 37,625.

The reactors were, in nearly all cases, found in dairy herds. If my mathematical calculations are correct, the percentage of reactors in the cattle actually tested was 0.13. Of



Welcome, Cattlemen

to

**ARIZONA
HOTEL**

Phoenix, Arizona

Rates: \$2.00 and Down

R. F. BALLARD,
Manager

the cattle that were actually passed, the percentage of reactors was 0.08.

It looks as though Iowa had better clean up her own back-yard before making so much noise.

There are no reactors whatsoever in our locality.

J. B. CLARKSON.

STOCKMEN MUST OPPOSE ARGENTINE CONVENTION

ASHLAND, MONT., November 24, 1935.

TO THE PRODUCER:

Your reprint of Secretary Hull's letter regarding the sanitary convention with Argentina is an excellent idea. It is a privilege to see such a letter from a distinguished man in such a high position. I have never in all my life seen anything like it!

So now we learn from a diplomat that we can have a most contagious disease on our ships and in our coolers and butcher-shops, and we cannot possibly get it among our cattle and sheep and hogs. That is diplomacy, all right; it certainly is not the stock business.

Secretary Hull's whole argument is based on the supposition that every cow and every cowman, every packer and shipper, every health officer and diplomat in Argentina is absolutely honest and thinking only of the good health of our cattle here in the United States. His whole plan depends on such an impossible, hopeless condition; for if there is one tiny little slip away off down there in South America then we have foot-and-mouth disease. But, my goodness, don't worry; if one of their cows were sick, she would go 'way off yonder 'round the mountain, all by herself, rather than be shipped up

here where she would do so much harm. You know that (or do you?)—the health officials know that—Mr. Hull knows that—in fact, he must know a lot about the cow business.

This positively beats anything anyone ever tried to tell you about your business—and that covers some pretty wild, fuzzy ideas. Why in the world cannot Secretary Hull save his expert ability for politics, and leave quarantines and animal health to the Bureau of Animal Industry? Why does Mr. Hull aspire to be a veterinarian, and why does he have to pick such a ticklish case for his first one? No matter what the State Department may say, Dr. Mohler has always stood solid against importing Argentine beef. He has struggled along and done pretty well in the past; he has certainly kept one contagious disease where it belongs—OUT.

It is definitely up to every stockman to bring to bear, through his senators and representatives, so much pressure upon Secretary Hull that that honorable gentleman will get a "convention headache."

E. P. ORCUTT.

STOP THE ARGENTINE CONVENTION!

SAN ANGELO, TEX., November 9, 1935.

TO THE PRODUCER:

I recently read with a great deal of interest the correspondence between Mr. Mollin and Secretary of State Hull in connection with the proposed treaty with Argentina by which our sanitary measures will be abolished. I think Mr. Mollin is to be complimented on the fight he is making, and I want to extend my sincere thanks. In my estimation, there is no more serious menace facing the live-stock men today than this one thing, and it can very easily be brought about if we do not use every means at our command to stop it.

Continue the good work and, as the saying goes, "pour it on him."

E. S. MAYER.

SANITARY ASSOCIATION OPPOSES ARGENTINE TREATY

AT THE CONVENTION OF THE UNITED STATES LIVE Stock Sanitary Association, held in Chicago, December 4-6, 1935, a resolution opposing importation of live stock or its products from countries where foot-and-mouth disease exists was adopted, which we summarize as follows:

Resolved, That the United States Live Stock Sanitary Association vigorously opposes modification of existing federal laws governing movement of live stock or live-stock products from any foreign country harboring foot-and-mouth disease or any other transmissible disease of live stock which does not now exist in the United States.

WOOL-GROWERS OPPOSE ARGENTINE PACT

AT THE SEVENTY-FIFTH ANNUAL CONVENTION of the California Wool Growers' Association, held in San Francisco, California, November 21-22, S. P. Arbois, of Stockton, and Frank C. Clarke, of Laytonville, were re-elected. W. P. Wing, of San Francisco, was reappointed secretary.

Among the resolutions passed were the following:

Opposing importation into United States of live stock or animal products from Argentina or any other country known to be infected with foot-and-mouth disease;

Urging government, in administration of reciprocal trade agreement, to prevent wool grown in countries other than Canada from entering United States through Canada as Canadian goods;

Welcome Members to Phoenix

May this be the greatest and most successful convention in the history of the

A. N. L. S. A.

TOVREA

Packing Company

PHOENIX, ARIZONA

U. S. Gov't Inspection—U. S. Graded Meat Service

Insisting that woven fabrics be stamped in such way that consumer may know country of origin;

Urging preservation of flexibility and economy of highway transportation, and that it be not allowed to fall under control of monopolistic interests;

Opposing legislation designed to restrict direct selling of live stock;

Objecting to change in tariff on wool, lambs, or sheep; demanding repeal of reciprocal tariff act; and insisting that no agricultural product enter United States without payment of tariff equal to taxes paid by American farmers;

Asking federal relief from depredations of predatory animals;

Supporting Pettengill bill which would amend fourth section of Interstate Commerce Act;

Suggesting that federal and state governments inaugurate systems of marking meats for identification of consumers;

Opposing production-control program for wool, lambs, or sheep.

NORTHERN WASHINGTON CATTLE PRODUCERS MEET

MORE THAN 300 CATTLEMEN FROM THE Northern section of Washington attended a meeting, called to consider problems of the live-stock industry of that region, at Tonasket, November 22. Speakers included J. K. Wallace, economist in the live-stock division of the Department of Agriculture; Con Maddox, of the Washington State College; John Helphrey, president of the Washington Cattlemen's Association; Vernon Chapman, county agricultural agent; R. L. Picken, vice-president of the state cattle organization; and Ross Woodard, president of the Okanogan County Live Stock Association.

The following resolutions were adopted:

Directing attention of elected officials to great importance of live-stock industry, and urgent need for their active co-operation in various legislative questions vital to continuance of industry;

Requesting Foreign Relations Committee and Washington congressional delegation to vote against ratification of any trade agreement that would lower tariff on any products of state;

Opposing delegation of authority to President of United States to negotiate trade agreements, without reasonable publicity and open hearings;

Requesting immediate passage of Kleberg oleomargarine bill;

Opposing Argentine sanitary convention which will be acted upon at next Congress.

NATIONAL GRANGE POLICIES

BELOW WE GIVE A SUMMARY OF THE MOST Important of the policies adopted by the National Grange at its sixty-ninth annual session, held at Sacramento, November 13-21:

Agricultural Program.—Simplifying Agricultural Adjustment Act by increased farm control and elimination of bureaucratic methods; rewarding farmers for growing crops of which there is shortage, and for developing new crops; providing crop insurance for thrifty farmers to extent of return equal to seed and labor investment; preventing crop-signers from growing other crops of which there is surplus; providing maximum benefit to family-sized farm and greater opportunity for tenant farmer; developing co-operative marketing; diverting agricultural products to industrial uses; promoting sound land use program and encouraging efforts to check soil erosion; increasing attention to forestry and conservation; using debenture method to help open foreign markets for surplus; giving consideration to consumer's interests.

Financing.—Securing adequate credit for deserving farmers; lowering interest rates and restoring farmer control of Federal Land Bank system; using Production Credit Banks and Credit Unions to supply financial needs of areas lacking banking facilities; opposing chain banking.

1890
1936

*We extend greetings
to the members of
the American Na-
tional Live Stock*

*Association, and our Best Wishes for
a Happy and Prosperous New Year.*

*Every business day since 1890 it has
been our privilege to cooperate with
the live stock fraternity in supply-
ing meats and meat products to the
nation. During the coming year it
will be our purpose to continue to
promote in every way possible to us
the common interests of our live stock
producer friends and our company in
the service of the consuming public.*

THE CUDAHY PACKING COMPANY

Packing Plants at

OMAHA • SIOUX CITY • KANSAS CITY • WICHITA
ST. PAUL • LOS ANGELES • SAN DIEGO • JERSEY CITY

PURITAN Beef • Lamb
Hams • Bacon • Lard

AFTER ALL—"THE TASTE TELLS"

Taxation.—Retaining income, inheritance, and gift taxes, basing taxation on ability to pay and benefits received; lightening tax levies upon farms and homes; opposing diversion of gas-tax receipts to other purposes than for highway; opposing sales tax.

Transportation.—Maintaining open water competition; preserving present "long-and-short-haul" legislation; repealing restrictive features in new Motor Carrier Act; opposing increased freight rates on farm products; promoting highway safety by making drunken driving felony.

Holding Companies.—Opposing further creation and enlargement; preventing pyramiding of profits; enforcing Sherman anti-trust law.

Rural Electrification.—Building farmer-owned transmission lines; reducing light and power rates; opposing use of public funds in building lines and equipment; educating public on possibilities of rural electrification.

Unemployment.—Utilizing local labor in building mail routes and farm-to-market roads.

The Grange favored—

Economy in government and balanced budget;
Self-help for farmers rather than government subsidies;
Continuation of federal guarantee of bank deposits; extension of Postal Savings bank system;

Old-age insurance based upon adequate contributory plan;

Issuance of treasury notes (not to exceed \$3,000,000,000), instead of government bonds, for financing federal projects;

Maintenance of high quality in imported dairy products;
Control measures by government to prevent spread of noxious weeds;

Conscription of wealth and men in event of war; elimination of profits from manufacture of war munitions;

Graduated land tax to discourage concentration of land under one ownership;

Restoration of control of Federal Land Banks to farmer borrowers;

Regulation of size, weight, and speed of motor vehicles;

Elimination of political influences from administration of farm organizations;

Excise tax on butter substitutes manufactured or sold in United States;

Development of land grant colleges, vocational education, extension service, work in home economics, 4-H Clubs, and Future Farmers.

The Grange opposed—

Transfer of forestry from Department of Agriculture;
Moves seeking to restrict highway transportation, or to place motor regulation solely under federal control;

Reciprocal trade practices or favored-nation treaties using industrial products to disadvantage of agriculture, condemning treaty with Canada;

Resettlement program except when carefully considered and guided by sound common-sense;

Advertisement of intoxicating liquors over radio;

Issuance of tax-exempt securities;

Reduction of present tariff rates on seed potatoes, maple sugar, hay, or other farm staples;

Legislation to make co-operatives' ineligible to government loans;

Creation of federal Department of Education;

Short selling or gambling in foodstuffs or necessities of life;

Amendments to Constitution which may alter or undermine present representative government.

BUSINESS CONDITIONS

INDUSTRIAL PRODUCTION INCREASED MORE THAN seasonally in October; factory employment and pay rolls advanced considerably; gold continued to flow in from abroad; and bank deposits increased, reports the *Monthly Review*, published by the Federal Reserve Bank of Kansas City.

Volume of output at factories and mines increased from 89 per cent of the 1923-25 average in September to 94 in October, reflecting larger output in a wide range of industries. Automobile production, at low ebb in September when preparations were being made for manufacture of new models, increased rapidly during October and the early part of November. Steel-mill activity increased slightly in this period, contrary to usual seasonal tendency. Lumber production showed little change. Among industries producing non-durable manufactures the principal changes in output were increases of considerably more than normal seasonal amounts at cotton mills, woolen mills, and meat-packing establishments. Crude-petroleum output continued to increase.

Factory employment increased considerably between the middle of September and the middle of October. The most marked expansion was in the automobile industry.

Total value of construction contracts awarded increased in October, followed by a slight decline in the first half of November.

Freight car-loadings increased by a considerable amount from September to October, reflecting principally larger shipments of coal and miscellaneous freight.

SECRETARY ENJOINED IN CHICAGO COMMISSION CASE

A TEMPORARY INJUNCTION FROM INTERFERING with new schedules of commission rates recently established by two hundred commission men operating at the Chicago stock-yards has been issued by a three-judge federal court sitting at Chicago. The commission firms have been ordered to file bonds for \$50,000 to guarantee refunds to shippers if the rates are ultimately found too high. Government attorneys' request that the court impound the difference between the old rates and those paid under the new schedule was denied.

Northeastern Arizona Welcomes

The members of the
**American National
Live Stock Association
to Arizona**

January 7-10, 1936

Northern Arizona Cattlemen's Association

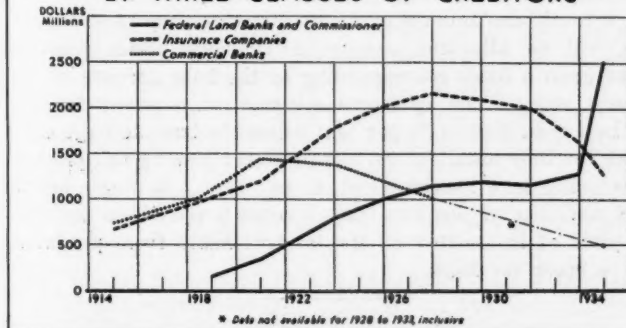
Representing cattlemen of northeastern Arizona—the territory served by the main line of the Santa Fe—where good range at higher altitudes makes good cattle and horses.

WHAT THE GOVERNMENT IS DOING

LAND BANKS HOLD THIRD OF FARM MORTGAGE DEBT

THE JOB OF REFINANCING FARMERS' DEBTS DURING the past two and a half years has made the federal land banks the most extensive holders of farm mortgages, reports the Farm Credit Administration. They considerably surpass life insurance companies and commercial banks, which formerly ranked as the largest holders of farm mortgages among classes of credit institutions.

FARM MORTGAGE LOANS OUTSTANDING BY THREE CLASSES OF CREDITORS



At the beginning of 1935 the outstanding loans of the federal land banks and the Land Bank Commissioner amounted to more than \$2,533,000,000, or about one-third of the total farm mortgage debt. In 1928 the federal land banks held about 12 per cent of the total farm mortgage debt outstanding at that time.

Before the depression, individuals were the largest holders of farm mortgages, but life insurance companies ranked first among institutional lenders. Their total farm mortgage loans, estimated at \$2,164,000,000 at the beginning of 1928, had dropped to \$1,266,000,000 at the beginning of 1935, or about 16 per cent of the total farm mortgage indebtedness. A large decrease in the farm mortgage holdings of commercial banks has also occurred. Their mortgage loans to farmers decreased from \$1,020,000,000 on January 1, 1928, to about \$498,000,000 at the end of 1934, or a little over 6 per cent of the total indebtedness. Loans by mortgage loan companies, joint-stock land banks, and several other classes of creditors have also decreased. The total outstanding farm mortgage debt, which on January 1, 1928, was at the high peak of \$9,469,000,000, declined to less than \$8,000,000,000 at the beginning of 1935.

While the total outstanding amount of farm mortgage loans held by life insurance companies and commercial banks declined steadily during the depression, the volume of new loans made by both of these classes of institutions has

increased with the improvement in agricultural conditions. Farm mortgages recorded by life insurance companies amounted to approximately \$37,000,000 during the first half of 1935, as compared with \$88,000,000 by commercial banks, and \$278,000,000 of loans by the federal land banks and the commissioner.

A TEN-YEAR AAA PROGRAM

TENTATIVE RECOMMENDATIONS FOR A TEN-YEAR agricultural program were disclosed recently by officials of the administration's planning section. In an address made before the Association of Land Grant Colleges and Universities, the following major recommendations were made:

Reduction in corn and oat acreage in the Corn Belt and a corresponding increase in soy-bean, hay, and pasture acreage; a limit of 86,000,000 acres of corn for the "short-time" period, 1936-40, with a total production of 2,248,000,000 bushels, which would result during the period in a decrease in

WELCOME

Members of A. N. L. S. A.

The Members of the
GILA COUNTY
CATTLE GROWERS'
ASSOCIATION

look forward
to meeting with you
at the Phoenix
Convention

hogs, a substantial increase in dairy cows, and a moderate increase in beef cattle and sheep; a decrease in cotton acreage below the 1929, or normal, level, with an increase in total crop lands; reductions in wheat in all major wheat-growing regions, the total to be set at 52,000,000 acres with a production of 722,000,000 bushels during the first period; and a slight decrease in number of cattle and sheep and an increase in hay in the semi-arid range region.

DETAILS OF TWO-YEAR CORN-HOG PROGRAM

DETAILS OF THE TWO-YEAR CORN-HOG PROGRAM announced by the Secretary of Agriculture some time ago are given in a recent press release from the Agricultural Adjustment Administration:

The contract, effective as of December 1, 1935, requires that the signer produce in 1936 at least 50 per cent, and not

more than 100 per cent, of his market hog base, if he is to receive the maximum hog adjustment payment. The co-operating producer must also plant at least 25 per cent of his corn base next year, but not more than the percentage which is within the permitted optional range of 70 to 90 per cent of his base.

In 1937, planting of more than 25 per cent of the corn base or adjustment below 75 per cent will not be required, and the producer will not be asked to raise more than 60 per cent of hogs, nor make a downward adjustment of more than 25 per cent of his base.

The adjustment payment on corn in 1936 will be 35 cents a bushel on the appraised yield, times the adjusted corn acreage, less administrative expenses. Payments will be made in two instalments—August 1 and December 31, 1936. A hog payment of \$1.25 per head will be made on each hog in the base, with deductions at the rate of \$2.50 a head if a producer fails to raise 50 per cent of his base hog number.

**We Extend Welcome to the
Visiting Cattlemen**

**Arizona Live Stock Production
Credit Association**

Room 218—140 South Central Avenue
PHOENIX, ARIZONA

CATTLEMEN!

**Welcome to Phoenix and Arizona
for your National Convention**

The Officials of the

Tucson Live Stock Show

Also invite you to attend

**The Tucson Live Stock Show
February 20-23, 1936**

**Tuscon's Inimitable Midwinter Rodeo
February 20-23, 1936**

THE PRACTICAL LIVE STOCK SHOW

Featuring

ARIZONA

**Feeder Steers—Registered Bulls—
Show Cattle—Saddle Horses**

**Convention of the Arizona Cattle Growers,
February 18-19, 1936**

**February 18, 19, 20, 21, 22, and 23, 1936
Tucson has dedicated these six days
to the Cattlemen!**

NEW FOUR-YEAR COTTON ADJUSTMENT PROGRAM

A NEW FOUR-YEAR COTTON ADJUSTMENT CONTRACT which will be offered to cotton producers to replace the contract expiring at the end of 1935 has been approved by the Secretary of Agriculture, the Agricultural Adjustment Administration announces. It covers the years 1936 to 1939.

A total base acreage of 44,500,000 acres has been adopted. This will be allocated among the various cotton-producing states upon a basis corresponding to the base acreage in 1935 in each state. The minimum adjustment required for 1936 will be a reduction of 30 per cent below the base acreage established for individual farms, the producer having the privilege of reducing to a maximum of 45 per cent. A single adjustment payment of not less than 5 cents a pound on the average yield of lint cotton on the land withheld from production will be made for 1936.

AAA PAYS HUNDRED AND THIRTY MILLION

DURING THE FIRST QUARTER OF THE CURRENT fiscal year, July 1 to September 30, farmers co-operating in six agricultural adjustment programs received rental and benefit payments totaling \$133,387,288.72, according to the monthly report issued recently by the comptroller of the Agricultural Adjustment Administration. Such payments accounted for the greater part of the total expenditures of \$159,352,843.24 reported for the period.

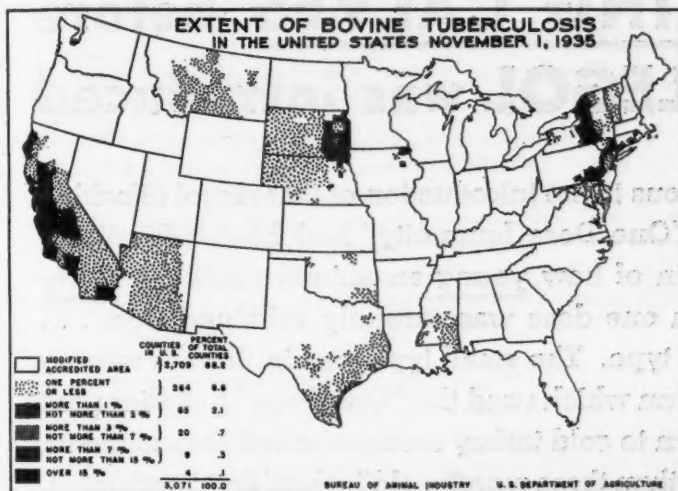
Disbursements for the period, aside from benefit payments, were listed as follows: Removal and conservation of surplus, \$969,182.17; drought relief, food conservation, and disease-eradication operations, \$4,572,385.57; trust-fund operations, \$2,176,556.40; administrative expenses, \$11,325,645.52; and tax refunds, \$6,921,784.86.

NEW FARM SURPLUS GROUP ORGANIZED

THE FEDERAL SURPLUS COMMODITY CORPORATION, with Chester C. Davis as its head, has been recently organized to help remove crop surpluses from the market, the Agricultural Adjustment Administration announces. The new organization supplants the old Federal Surplus Relief Corporation, which has been buying surplus commodities and distributing them to the needy on relief rolls. Commodities now bought for relief distribution will be turned over to state and local relief and welfare agencies.

TUBERCULOSIS ACCREDITATION PROGRESSING RAPIDLY

THE CAMPAIGN AGAINST BOVINE TUBERCULOSIS has now resulted in accreditation of the entire expanse of white area shown on the below map, issued by the Bureau of Animal Industry. Some mottled sections, containing a low percentage of the germ, and a few dark spots, still mar the picture, but much progress has been made.



On August 1, 1930, only 3 states had all their counties accredited (less than 0.5 per cent infection puts an area in the modified-accredited class), and on May 1, 1934, there were 13. The number is now 31. All the white areas are a development since 1923, when 17 counties in 4 states were designated as the first modified-accredited areas. On November 1, 1935, these areas included 2,709 counties, parts of 4 counties, the District of Columbia, 105 towns in Vermont, and a municipality in Puerto Rico.

Counties classed as modified-accredited areas now constitute approximately 88 per cent of all the counties in the United States. In addition, area work is in progress in approximately 270 other counties. A tabulation shows that the average degree of tuberculosis infection in cattle is now about 0.5 per cent, as compared with 4 per cent in 1922.

SOME REASSURING CORRESPONDENCE

A LETTER WRITTEN BY F. A. SILCOX, CHIEF OF the Forest Service, which stated, in relation to cuts in forest permits, "that no further reductions will be made until a discussion of the matter is held early next year," being a reply to a letter addressed to the chief by Senator Carey, of Wyoming, was followed by the below correspondence, which for the purpose of fullness of record we are publishing:

"WASHINGTON, D. C., November 4, 1935.

"DEAR MR. MOLLIN:

"Your letter of November 1 is received. I appreciate your desire to have the correspondence between Senator Carey and myself, pertaining to national-forest administration, published in THE PRODUCER. I have no objection to publication of my letter.

"F. A. SILCOX,
"Chief, Forest Service."

"DENVER, COLO., November 13, 1935.

"DEAR MR. SILCOX:

"I am glad to have yours of the fourth, stating that you have no objection to the publication of your letter in con-

nection with Senator Carey's letter and the explanatory statement regarding it, all of which will be in the November issue of THE PRODUCER, which will soon be off the press. It will be very reassuring to live-stock producers generally, as it was to Senator Carey, to know that there will be no cuts made for 1936 until a general conference with representatives of the industry has been held.

"F. E. MOLLIN,

"Secretary, American National Live Stock Association."

RAILROADS ORDERED TO KEEP SEPARATE INCOME RECORDS

AN INQUIRY INTO A COMMON COMPLAINT OF SHIP- pers that freight charges are kept sufficiently high to support losing passenger service will be made under a recent order of the Interstate Commerce Commission. Effective January 1, 1936, the order requires Class I steam carriers to keep records of the two types of service. From these, Interstate Commerce Commission officials expect to get a clear picture of the situation.

Soviet Union Wheat Acreage

The area of sown wheat in the Union of Soviet Socialist Republics in 1935 is reported as 91,921,000 acres.

WELCOME TO PHOENIX!

The BOSTON STORE

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"A DEPARTMENT STORE FOR EVERY NEED OF MAN.
WOMAN, BOY, OR GIRL AT 'CONSISTENTLY LOW'
PRICES!"

TWO MILLION POUNDS OF FRESH BEEF

Approximately 2,000,000 pounds of FRESH BEEF in the form of steaks, roasts, etc., pass through Pay'n Takit Markets to the consumer each year.

Arizona cattle-growers have learned to appreciate the importance of Pay'n Takit aid in increasing the consumption of fresh beef. This huge quantity of fresh beef handled annually is concrete evidence that

Pay'n Takit Does Co-operate

SAFEGWAY
Pay'n Takit
STORES

No One Ever Promised

■ "One Dose Immunity" in SUCKLING CALVES before BLACKLEGOL was introduced



TRUE, previous to the introduction of Blacklegol (Blackleg Antigen), "One Dose Immunity" had been advertised; but mention of how young an animal could be safely immunized with one dose was carefully refrained from . . . except in small type. The small type was in the advertising booklet of one firm which used the "One Dose" headline; but when it got down to cold turkey recommended revaccination of animals "less than three months old" when first vaccinated.

NOW, new claims are being made for old products; but a new saddle blanket doesn't make a new horse, nor do the new claims help the old products to suddenly become sufficiently potent to allow one dose immunization of sucklings with safety.

ON the other hand Blacklegol has stood the test of extensive range use and has come through with flying colors . . . all

that it was claimed to be and more! We knew from our field and laboratory tests that losses would be few and far between, but frankly we didn't hope for such a record. Over a million calves immunized with Blacklegol with only a half dozen suspected losses from Blackleg; . . . and any experienced cattleman knows how easy it is to miss an occasional calf when vaccinating, and how hard it is to determine the cause of death from examination in the field.

YOU may have stood by and waited, thinking that Blacklegol "wasn't much different." The record shows Blacklegol is different . . . as different as the Ford V-8 is from the Model T. You owe it to your pocketbook to try Blacklegol if you are still vaccinating twice a year, or have had losses following vaccination with some other "One Dose" vaccine.

Blacklegol
Per 10¢ Dose

Either Full 5 c.c. or 1 c.c. Concentrate
LESS IN QUANTITIES

CUTTER *Laboratories*
Established 1897 BERKELEY, CALIFORNIA



THE MARKETS

LIVE-STOCK MARKETS IN NOVEMBER

BY JAMES E. POOLE

CHICAGO, ILL., December 2, 1935.

ON THE LAST MARKET-ROUND IN NOVEMBER, TOP cattle reached \$15.25 at Chicago, or only \$1 below the May peak; hogs reached \$10; and lambs, \$11.65. At the corresponding period of 1934, the limit on choice steers was \$10.35, hogs stopped at \$6.15, and the best lamb performance was \$7.10. Quoting tops is not a commendable reporting practice, but in this instance the tail went with the hide. The spread in cattle prices was wide, due to a variety of offering, but all hogs sold within a narrow range, and the live-mutton market acted the same way.

Dressed Carcasses Participate in Advance

Evidence that the appreciation was passed on to consumers is indicated by wholesale carcass cost. Steer beef, ranging from common to choice, sold in a range of \$8.50 to \$18, compared with \$5.50 to \$12.50 a year ago; cow beef, at \$8.50 to \$10.50, compared with \$5 to \$7 in 1934. Fresh pork loins, worth \$10 to \$12 a year ago, wholesaled at \$18 to \$22.50; lamb, at \$14.50 to \$18, compared with \$10 to \$14. These figures explain consumer protest over advancing cost of meat.

Summary Shows Bullish Factors

Developments at the live-stock market late in November put the visible supply of all three species into strong hands, dispelling apprehension of a debacle. From official and other sources had been emitted dire prediction of an excessive winter beef supply, throwing a series of scares into beef-making circles; a successful campaign in hogs had been widely advertised, and hunches that lamb feeders were headed toward grief were the rule. A summary indicates that underlying factors are at least conservatively bullish:

Scarcity of small meats, especially pork, is not open to serious doubt. For three months previous to the regular packing season, killers had been drawing on winter supply, a large percentage of the resultant product going promptly into current consumption. Meanwhile, stocks of both meats and lard had been shrinking despite popular protest against retail cost and declared boycotts by restaurateurs.

Going into the winter with the smallest stocks on record, packers do not expect their usual accumulation. Distributive trade will continue on a hand-to-mouth basis for a prolonged period.

Beef will get full benefit from pork scarcity; in fact, it has felt that benefit for months past. Anywhere near a normal hog supply would have insured \$2 to \$3 lower cattle markets.

Beef has responded to pork scarcity, coincident with disappearance of western grass product. If feeders do not become panicky, they will exert a potent influence on winter prices. The November rise improved their psychology.

Prediction of excessive beef production is unwarranted. More cattle have gone into feeders' hands than during the last half of 1934, but tonnage is actually lighter, owing to the large percentage of calves and light yearlings taken out to reduce investment cost on a per-head basis. Many of these cattle can be carried along into next summer's grazing season,

and probably will be; in fact, they were acquired for that specific purpose.

With the season of maximum poultry consumption behind, beef will get a strong play. Significant is the fact that fat cattle advanced 75 cents to \$2 per cwt. during the pre-holiday season this year, expensive poultry exerting an influence.

Replacement cattle cost considerably more than last year, but this does not mean that prices were actually high. With conservative marketing and avoidance of dumping in excess of beef-trade capacity to absorb at irregular intervals, feeders may have reasonable margins, although this year's results cannot be duplicated.

Lamb supply will be less than that of last winter in tonnage, if not in number, and will get the benefit of pronounced pork shortage.

Tonnage is a factor not to be ignored. The entire winter crop of cattle will go to the butcher at light weight and in deficient condition. What amounts to a premium on light hogs will exert a magnetic influence, and lamb-feeders will take the shortest route to a profit. The feed situation has undergone a decided change, owing to corn-crop deterioration, necessitating expenditure for cottonseed, soy beans, and other nitrogenous concentrates.

Canadian Shipments Will Cause Gluts

Winter feeding on a generous scale in the Southwest, and certainty that Ontario's crop of winter-fed steers will be thrown into this market, at least to the extent of 155,000 head, are disturbing factors. Ontario cattle, barn-fed during the winter, are usually cashed early in the spring in the same manner that Lancaster, Pennsylvania, holdings descend on the market, justifying apprehension of temporary gluts. They have a distinct advantage over western fed steers in the matter of location, or proximity to eastern markets, which can be reached overnight at relatively low transportation cost. The allocation of 155,000 head is about equal to one week's receipts at the principal western markets; on a weekly or even monthly allocation less damage to prices would be imminent.

So far as the Canadian pact affects cattle, domestic feeders are in much the same attitude they assumed toward the processing tax. Emphatically they do not like it. The writer has sounded out hundreds of Corn Belters, failing to elicit a single favorable opinion. They resisted the processing-tax proposition successfully; on the subject of reciprocity they had no voice, which is aggravating from their viewpoint.

Recovery Made After Near-Collapse

A wild November cattle market defies lucid explanation. At mid-month the entire price structure manifested signs of collapse, and clearances were deferred from day to day, certain classes of steers going over week-ends without bids. Market atmosphere was redolent of heavy loss on beef turnover, prices sagged constantly, and feeders went into a semi-panicky condition, dumping thousands of steers that had eaten



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Save now for Dehorning Time

Superior Tool for efficient calf dehorning. Keenest steel blades, quick, easy, powerful action, amply cups horn; admits horn to 1 1/4 inches. Price now, \$4.

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Clip this ad, attach \$5 remittance, mail before January 15, 1936, and we will include with this dehorner a 1/2-gal. can of **Anchor Brand Dehorning Paint** (For protective dressing after dehorning)

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Denver, Colorado

barely enough corn to do them any good. The second week of the month the whole trade appeared to be in the premonitory stage of dissolution, but at mid-week a radical change for the better developed, prices advancing steadily until the end of the month, when advances ranging from 75 cents to \$2 per cwt. had been scored, plain heavy steers getting the long end of the bulge.

At the low spot, \$13 was a doubtful quotation on choice steers. A gradual advance to \$13.50, then a bulge to \$14, followed. Eastern shippers, at their wits' ends to get choice heavy steers, switched to the plain and counterfeit types, at which they would not look a few days previously. Each morning developed a veritable scramble for shipping cattle, and, to meet an emergency, eastern buyers went down in price at the expense of quality and condition, the result being an upturn all down the price-line.

Supply of Long-Fed Cattle Low

Late in November scarcity of long-fed steers became acute, for which a \$14.50 to \$15.25 market for throw-out loads from the International Live Stock Show was responsible. Scarcity in this sphere was indicated by a total car-lot entry of 190, against 385 in 1934. So many of these were not show cattle that only 80 loads got over the barrier erected by the culling committee. After the car-lot show, the visible supply of long-fed cattle in the entire country was the smallest in modern trade history, with few in the preparation stage, bringing realization to beefmen that they are definitely into a season of short tonnage and low percentages. The late November supply ran largely to short-fed and warmed-up steers selling in the \$8 to \$10.50 range, and bullocks good enough to beat \$12, the intermediate class failing to report.

Warmed-up Heifers Penalized

Cheap heifers, under \$6, and a few choice packages selling up to \$12 have received a cordial reception, but the great mass in the \$7 to \$10 range did not fare well—a trading condition that will be remedied as winter works along. Feeders dumped too many warmed-up heifers at an inopportune time, paying a severe penalty. No branch of the cattle market is in condition to stand crowding.

Medium-Grade Cows Due for Rise

Following the summer and fall surfeit of western cow-beef, female cattle are picking up. There is always a reliable outlet for canners and cutters at \$3.50 to \$4.50, as they can

be used for "standing time;" but the medium grades of cows, furnishing low-cost beef, have been over a series of bumps and will realize more money as the winter works along, as storage stocks are low. Fed cows will be scarce, but there will be no scarcity of reactors, as the tuberculosis and Bang's disease extermination campaigns are in full swing.

Hogs Climb to Higher Levels

Under reduced slaughter, hogs climbed steadily to higher levels during November, developing a \$10 top toward the last, compared with \$9.35 at the opening. Packers were able to buy few hogs at interior concentration points, forcing them to enter market competition at frequent intervals. Daily receipts at the seven principal western markets were frequently 50 to 60 per cent less than during November, 1934, weights and yields running considerably lighter than at that time. Instead of putting up droves around \$8.50, which was the program, killers found themselves paying \$9.50 or better.

Winter Hog Crop Sold Short

Eastern shipping demand returned to Chicago. Killers on a small scale resumed operations, and each day's production promptly disappeared into distributive channels, a larger percentage of the carcass finding that outlet than ever before in trade history. Each day's supply furnished the trade with convincing evidence that growers had sold the winter crop short by marketing at light weight, and tonnage was substantially reduced by practical disappearance of heavy butcher hogs, 300 pounds up. Only a handful of sows, reporting as breeding stock, is being carefully conserved. Influence of fresh-meat trade was indicated by the fact that weights under 200 pounds were market toppers, and that every advance was most emphatic on lights. Reports from over the hinterland confirm earlier advices of heavy mortality. Anti-pork propaganda subsided, although the restaurant strike was effective for several weeks.

Small Boom in Sheep and Lamb Trade

Both sheep and lamb trade ran into a miniature boom late in November, when a larger percentage of lamb supply realized \$11 to \$11.50 per cwt., the Chicago top reaching \$11.65. At the crest of the bulge, dressed meat trade was equal to a creditable performance; killers bought for numbers, frequently participating in buying scrambles. A healthy undertone was disclosed by few reactions and still higher prices on the ensuing reaction. Early in November \$9.75 was the practical top, consensus of opinion being that this level could not be maintained. When grass lambs ran out, and the bulk of the native crop had gone to the meat-rail, price-spurting was the order of the day. Relieved of a generous supply of "directs," the market was freed from a summer-long encumbrance, and the appearance of a few eastern shipping orders exerted a healthy influence.

Coincidentally, apprehension in feeding circles that lambs had been tucked away at dangerous prices disappeared. Eastern feeders fairly clamored for half-finished western "come-back" lambs at \$9.25 to \$9.85, that branch of the trade closing at the highest levels of the season, with orders for thousands unfilled. Most of the "comeback" lambs were eligible to the meat-rail, feeders getting few. Favorable fall weather enabled feeders to make cheap gains, November sales showing profit margins, instead of anticipated loss. Lamb undoubtedly profited by pork scarcity.

Fat ewes were marked up to \$4.50 to \$5.50, meat consumers switching to mutton to beat rising cost. A few yearlings sold at \$8.75 to \$9.25, that product going to consumers in the guise of lamb.

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"Daily Market Information Available to All"

**Central Arizona
Cattle Feeders' Association**

**HOTEL ADAMS LOBBY
PHOENIX, ARIZONA**

Winter Lamb Supply of Lighter Tonnage

In the absence of statistical data, difference of opinion exists as to the visible winter supply; but in any event it will be considerably lighter in tonnage, as there is no disposition to make weight. Few lambs are sufficiently finished to dress above 48 per cent, and it is doubtful if this will increase. All by-product commands the highest prices in years, the advance in wool helping feeders out. Little western breeding stock went into the Corn Belt during the season just closed, as few yearling ewes were available.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, SHIPMENTS, and federally inspected slaughter of live stock at sixty-two markets for the month of October, 1935, as compared with October, 1934, and for ten months ending October, 1935 and 1934:

RECEIPTS

	October		Ten Months Ending October	
	1935	1934	1935	1934
Cattle*	1,864,374	2,222,409†	12,254,554‡	16,802,679‡
Calves.....	681,122	777,689†	5,502,645‡	7,007,984‡
Hogs.....	1,651,581	2,807,388	15,855,016	27,362,468
Sheep.....	3,055,014	4,056,423	22,246,951	22,762,657

TOTAL SHIPMENTS†

	October		Ten Months Ending October	
	1935	1934	1935	1934
Cattle*	945,521	1,015,869	5,091,283	7,365,874
Calves.....	252,627	241,593	1,788,257	2,027,795
Hogs.....	463,221	771,286	4,895,533	7,943,373
Sheep.....	1,860,050	1,943,136	11,184,887	11,251,679

STOCKER AND FEEDER SHIPMENTS

	October		Ten Months Ending October	
	1935	1934	1935	1934
Cattle*	548,891	396,424	2,309,702	2,781,303
Calves.....	79,976	81,013	395,551	401,539
Hogs.....	25,065	66,364	273,735	463,730
Sheep.....	886,016	908,461	2,547,566	2,945,003

SLAUGHTERED UNDER FEDERAL INSPECTION

	October		Ten Months Ending October	
	1935	1934	1935	1934
Cattle*	1,083,044	980,956	7,827,398	8,252,874
Calves.....	531,090	541,104	4,717,226	5,155,867
Hogs.....	2,135,317	3,545,141	20,761,094	35,367,560
Sheep.....	1,764,535	1,656,961	14,868,549	13,432,700

*Exclusive of calves.

†Includes stockers and feeders.

‡Includes cattle and calves purchased for Federal Surplus Relief Corporation.

New Zealand Has Smaller Wool Crop

Wool production in New Zealand for 1935-36 is estimated at 272,000,000 pounds. This figure compares with a revised estimate of 276,000,000 pounds for 1934-35.

Calf Crop in Chihuahua

Preliminary estimates place the calf crop in Chihuahua, Mexico, in 1935 at about 80,000 head, as compared with 100,000 head in 1934. Drought and unfavorable weather conditions account for the decrease.

Cattle Feeders

MORE profits in your feeding operations may be confidently expected if you read and follow the new, illustrated Cattle Handbook, just issued by the Research Department of the National Live Stock Marketing Association.

The book is profusely illustrated and written concisely and clearly for the busy feeder.

National Live Stock Marketing Association

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A Happy New Year

WE EXTEND our good wishes for a prosperous 1936 to the stockmen of the West.

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MARKET GOSSIP

J. E. P.

RANSACKING THIS NORTH AMERICAN CONTINENT, including Canada, to relieve a deficient meat supply, was the main feature of 1935 live-stock trade. As this drastic process did not entirely alleviate the situation, recourse was had to meat importation on an unprecedented scale, Europe, South America, and Australia contributing. Although at intervals; the domestic cattle slaughter exceeded that of the corresponding period of 1934, beef tonnage was substantially deficient, pork supply was cut in two as compared with the last half of 1934, and only in the case of lamb and mutton was an increase both in numbers and tonnage registered. Slaughter under federal inspection, embracing about 70 per cent of total production, was lower in cattle and hogs than during the previous year; sheep and lambs showed an increase, but veal tonnage was cut. During the first eight months of 1935 cattle slaughter under federal inspection aggregated 7,827,398, compared with 8,052,874 in 1934. Hog slaughter was 20,761,094, against 35,367,560 last year; sheep and lambs, 14,868,546, compared with 13,432,700 in 1934.

Prices Rule Higher

Naturally, prices ruled substantially higher, for which the 1934 drought, rather than artificial revival effort, was responsible. The major shortage was in pork, partly attributable to the AAA production-curtailment program. Cattle benefited, as beef was required to bear the consumption burden. Consensus of trade opinion is that pork shortage enhanced cattle values \$2 to \$3 per cwt. Live-mutton trade lagged until late in the season, when diminishing volume put a prop under the price list. Pork consumption was hampered by popular

disapproval of the processing tax in distribution and consumption spheres, this antagonism taking the form of declared boycotts by restaurateurs and market men. The November boom in lambs was directly attributable to pork scarcity, veal participating in this scarcity of small meats. The supply situation was beneficial to poultry and marine foods, which participated in the appreciation, incidentally provoking protest against H. C. L. Sales resistance was at all times in evidence, prices being well maintained in the face of consumer resentment. A beef tax would have met similar opposition.

Western Beef Run Satisfactory

Western cattle were marketed freely in response to the magnetic influence of prices and necessity for scaling down financial obligations; but the cattle run from that quarter carried a smaller beef tonnage, the bulk of the season's gathering comprising female cattle and stockers. Money was easy, and the Corn Belt spent it freely in acquiring a badly needed crop of replacement steers. From the inception of the movement in July, everything susceptible of feed-lot treatment was grabbed, although along in November declining fat-cattle markets resulted in a reaction of about \$1 per cwt., or 75 cents to \$1.25. Compared with 1934 results, it was a decidedly satisfactory period from a financial viewpoint. On breaks late in the season, fresh buying developed, indicating that all the holes created by the 1934 drought had not been filled, eleventh-hour buyers showing up in mob fashion.

Averages and Tops Higher

Average cost of all western grass steers at Chicago was \$7.40 per cwt., compared with \$4.25 in 1934. During the first three months, the average cost of stockers and feeders was somewhat in excess of \$7.25, approximately \$2.25 higher than that of the previous year. Strictly good yearlings and light steers sold in a range of \$8 to \$9.70, numerous lots going in the \$9 to \$9.50 range. Late in the season, \$10 was paid for choice Wyoming calves, calf-club individuals going out at \$11 to \$12. On the last rounds, calf supply was generous and demand broad. The practical outside price on western beef steers was \$9, but winter-fed Montanas realized \$9.75 and \$10—the latter prices in the case of odd lots—the bulk of killing steers selling in a \$7.25 to \$7.75 range, with a limited proportion down to \$6.25, and several loads of warmed-up Colorado at \$9 to \$9.40.

Cows and heifers comprised a large percentage of the western beef run this season. Yields were low, for which feed scarcity during the winter was responsible. The best grass cows went to killers around \$7, the bulk of beef cows cashing in a \$4.75 to \$6 range. Killers bought heifers up to \$7.85, feeders taking their share of the crop at from \$6 down. Beef yields on a poundage basis were the smallest since "away back when," but feeder demand was broad enough to nullify this factor. As a result, killers put into storage about half the accumulation of 1934.

The top price on grass killing steers was \$9.75, compared with \$7.25 in 1934 and \$5.25 in 1933. Average cost was \$7.40, against \$4.25 in 1934 and \$3.95 in 1933. The 1929 top was \$13.50; that of 1928, \$15.50; average cost in 1929 having been \$10.10. Back in 1905, the top was \$5.15 and the average cost \$3.80; in 1879, top and average were \$3.85 and \$3.10. Average cost of calves this season was \$7.17; of heifers, \$5.99, and of cows, \$4.59.

Fat Cattle Should Go Higher

The high point for the year on fat cattle was in May, when \$16.25 was paid. Gradual subsidence carried it down to \$11.90 in July, from which it reacted until \$14.25 was paid

Situated in the center of
the vast grazing area of
the West and at the meet-
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west demand—

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UNION STOCK YARDS

Ogden, Utah

late in November, with every prospect of a still higher December trade. As the season worked along, the proportion of long-fed steers and yearlings diminished until the vanishing point was reached on many sessions of the market, a spread of \$1 per cwt. between the top and the next highest price developing.

Hogs Suffer Setback

Hogs reached \$12.25 at the high time in September, but from that level worked lower until \$9.50 was uncovered and average cost touched \$9; but scarcity repaired part of the damage in November, when the spread narrowed, average cost reacting to \$9.40. Not only was pork abnormally scarce, but resentment of prices in consuming circles restricted buying of the small poundage available. Many restaurants erased fresh pork from menu cards; retailers refused to handle it over the counter, pushing other meats and avian foods. This sales resistance retarded liquidation of meat stocks, adversely affecting packers' inventory profits. Numerous packer suits aimed at the processing tax accentuated consumer resentment by creating an impression that the tax was responsible for meat cost. As prices dropped, pork recovered some of its lost circulation, but consumer resentment was always latent. Top hogs advanced from \$8 in January to \$12.25 in September, then declined to \$9.50 in November.

Lambs Reach Top in November

Top lambs were \$9.85 in January, dropping to \$8.40 in March. By June, \$10 was paid, but July developed an \$8.60 top. From that stage a gradual appreciation was in evidence until November, when a package of firecrackers was discharged, the top going to \$11.50 and few lambs selling below \$11. Feeders gradually worked higher as the season advanced, closing on a \$9.50 to \$9.85 basis at Chicago and proportionately high elsewhere.

Review of 1935 Trade

Stocks of frozen and cured meats were reduced to the lowest volume in half a century; current storage of beef was light during a period when freezers are adequately replenished under normal supply conditions.

Scarcity of pork threw consumer demand onto beef, and was largely responsible for cattle prices.

Every branch of the live-stock market was erratic, with sudden and wide fluctuations; dressed trade was also marked by wide price swings, demonstrating that stability is impossible at high levels.

Popular resentment at advancing prices was marked by violent demonstrations at New York notably, also at Los Angeles and Detroit. Kosher trade at New York was in constant turmoil.

Processors and distributors operated on a hand-to-mouth basis, the former purchasing from day to day in barely sufficient quantities to take care of their trade; retailers carried scant stocks, frequently going short of customers' requirements—all of which made for price instability.

Cattle feeders' profits, despite high gain cost, were unprecedented, margins between investment and selling prices ranging from \$5 to \$11 per cwt.—a condition that may never be repeated.

Beef, lamb, poultry, and fish were substituted for pork; low-grade beef was popularized by price. Coarse cuts and edible offal commanded high prices. Sausage trade ran into a veritable boom, the "hot dog" acquiring a conspicuous place in the national diet.

Southern cattle of the "yellow-hammer" and "swamp-angel" type, unable to pay freight to market during the de-

pression, were welcomed by killers as a timely addition to diminished meat supply. Speculators scoured the Cotton Belt for this variety of cattle, reaping a substantial harvest.

Heavy steers of the kosher type, superabundant during 1933 and 1934, all but vanished, putting lighter cattle in strong strategic position.

Regular feeders, relieved of competition by the in-and-out element and fortified by low replacement cost in 1934 were able to recoup losses of previous years, and in many instances were out of the "red" on the three-year operation.

Processors were continually between two fires—consumer protest over advancing meat prices, and producer resentment at wide fluctuations at the market.

Western cattle-gathering bagged a large proportion of aged and dry cows and a modicum of fat steer beef. Two- and three-year-old western grass cattle were scarce.

Feeders went on a veritable buying rampage, impelled by a promising corn crop and abundant roughage. This resulted in a heavy pilgrimage from western pastures to the Corn Belt.

The 1935 western calf crop was short and was closely bought up; in fact, feeders would have absorbed a much greater number had they been available.

Processors and distributors were hit hard by reduced volume. Many small packers, or butchers, were under the necessity of suspending operations, for which hog scarcity was mainly responsible.

An immense area, depleted of live stock during the drought, was restocked; swine breeding was stimulated and Corn Belt breeding-sheep flocks substantially augmented.

UNDERTONE IN HIDES HEALTHY

J. E. P.

AN UPWARD MOVEMENT IN HIDE VALUES WAS arrested late in November, but no pronounced weakness developed. The undertone is healthy; leather is moving into manufacturing channels in heavy volume, and stocks are diminishing. Shoe business is healthy, higher-cost footwear getting action. Packer hides are selling in an \$11 to \$15 range, with packers well sold up with respect to current take-off and not in a mood to shade prices. Shoe production is in high gear, running to the extent of 251,681,000 pairs during the first eight months of 1935, compared with 201,091,000 during the same period of 1932, the all-time production peak having been reached in 1929, when the eight-month

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—gateway to Coast and Eastern Markets—once again extends Season's Greetings and Best Wishes to its many Live Stock Patrons.

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J. H. MANDERFIELD,
General Manager.

record was 361,000,000 pairs—but at that time cobblers were idle. Evidence of marked increase in leather consumption is seen in the fact that 14,282,000 hides were wet in during the first eight months of 1935, and 14,335,000 pieces were taken out, which is a substantial increase over the depression period. Take the year 1932, for instance, when only 9,278,000 hides were wet in, 9,345,000 taken out, and 9,742,000 consumed.

Hide trade will be quiet until January inventories have been taken; thereafter higher prices are inevitable.

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on December 2, 1935, compared with November 1, 1935, and December 3, 1934 (per 100 lbs.):

SLAUGHTER STEERS:	Dec. 2, 1935	Nov. 1, 1935	Dec. 3, 1934
Choice (1,100 to 1,500 lbs.)	\$12.75-14.00	\$12.00-13.00	\$ 8.75-10.25
Good	9.50-13.00	9.25-12.25	6.50- 9.25
Choice (900 to 1,100 lbs.)	12.50-13.75	11.50-12.75	8.75- 9.75
Good	9.25-12.75	9.00-12.00	6.50- 8.75
Medium (900 lbs. up)	7.25- 9.50	7.25- 9.50	4.50- 6.50
FED YEARLING STEERS:			
Good to Choice	9.00-12.75	9.00-12.00	6.25- 9.25
HEIFERS:			
Good to Choice	8.50-12.00	8.50-11.25	5.25- 8.50
COWS:			
Good	5.25- 6.50	5.50- 6.50	3.25- 5.00
CALVES:			
Good to Choice	7.00-11.00	7.00-10.50	4.50- 7.00
FEEDER AND STOCKER STEERS:			
Good to Choice	7.25- 8.25	7.00- 8.50	4.00- 5.50
Common to Medium	5.25- 7.25	5.00- 7.00	2.50- 4.00
HOGS:			
Medium Weights (200 to 250 lbs.)	9.75- 9.90	9.20- 9.45	5.85- 6.25
LAMBS:			
Good to Choice (90 lbs. down)	10.50-11.50	9.00- 9.60	6.65- 7.25
EWES:			
Good to Choice	4.40- 5.50	3.65- 4.75	1.75- 2.75

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats, lard, poultry, creamery butter, and eggs on November 1, 1935, as compared with November 1, 1934, and average holdings on that date for the past five years (in pounds except as otherwise noted):

Commodity	Nov. 1, 1935	Nov. 1, 1934	Five-Year Average
Frozen beef	49,882,000	89,387,000	44,524,000
Cured beef*	15,596,000	19,012,000	15,863,000
Lamb and mutton	1,965,000	3,074,000	2,972,000
Frozen pork	37,586,000	123,677,000	75,442,000
Dry salt pork*	28,488,000	50,682,000	66,289,000
Pickled pork	174,174,000	330,378,000	292,128,000
Miscellaneous	53,431,000	106,670,000	63,043,000
Total meats	361,122,000	722,880,000	560,261,000
Lard	40,357,000	105,519,000	69,920,000
Frozen poultry	53,041,000	73,401,000	61,600,000
Creamery butter	120,038,000	111,073,000	100,848,000
Eggs (case equivalent)	7,137,000	7,168,000	7,619,000

*Cured or in process of cure.

WHOLESALE MEAT PRICES

WHOLESALE PRICES ON WESTERN DRESSED meats at Chicago on December 2, 1935, compared with November 1, 1935, were as below (per 100 pounds):

FRESH BEEF AND VEAL

	Dec. 2, 1935	Nov. 1, 1935
STEER (700 lbs. up):		
Choice	\$16.50-18.50	\$16.00-17.50
Good	14.00-16.50	13.50-16.00
STEER (500 to 700 lbs.):		
Choice	16.50-18.00	16.00-17.00
Good	13.50-16.50	13.00-16.00
YEARLING STEER:		
Choice	16.50-18.00	16.00-17.00
Good	13.50-16.50	13.00-16.00
COW:		
Good	10.00-11.00	9.00-10.00
VEAL:		
Choice	15.50-16.50	13.50-14.50
Good	14.50-15.50	12.50-13.50

FRESH LAMB AND MUTTON

LAMB (45 lbs. down):		
Choice	\$18.00-18.50	\$15.00-15.50
Good	17.00-18.00	14.50-15.00
MUTTON:		
Good	9.00-10.00	8.50- 9.50

FRESH PORK CUTS

LOINS:		
8-12 lb. average	\$20.50-22.50	\$17.00-18.50

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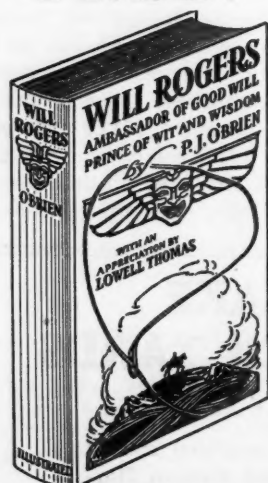
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WOOL CONTINUES STRONG

J. E. P.

WOOL IS IN DECIDEDLY STRONG TECHNICAL POSITION, although a quieter market is inevitable during the holiday period. Since the spurt last May, the market has continued on a healthy basis, despite skepticism. Manufacturing energy has been well sustained between civilian and government business, sufficient orders being on file to keep machinery operating at close to capacity for the next four months.

Prices are constantly against the buyer, with sales in all domestic markets running around 1,000,000 pounds daily. Abnormal consumption during the July-to-September period justified apprehension of a glutted fabric market, but consumer buying has continued unabated, establishing the fact that the public has been replenishing depleted wardrobes.

Government contracts have been an important factor. The extent to which buying on this account has contributed to heavy consumption is somewhat speculative, but many mills are booked ahead two to three months on government business. Some authorities put government buying as high as 30,000,000 pounds, grease equivalent, since last February. It is sufficient to know that an enormous wool poundage has been passed on to manufacturers meanwhile and that little more than 50,000,000 pounds remains in the hands of approved dealers. Stocks of domestic wool are all but depleted; lofts of many houses are at the bare stage.

Manufacturers and dealers are placing orders for foreign wools of all grades, apprehensive of acute scarcity if present consumption continues. New Zealand and Australian wools are reaching Boston in large quantities, and more is on the water. The domestic wool market is rapidly approaching foreign parity on all grades, exceeding that basis on medium types. Foreign competitors, sensing possible shortage of domestic wool before another clip is available, are consigning wools to this market to take advantage of a higher price situation. Such wool is held in bond until sold and delivered to the mills.

One reason for continued strength is automobile use. Motor makers are heavy consumers of wool adapted to upholstering purposes; also of mohair. Women's styles are featuring wool, and sweater mills are doing a heavy business. Increase in home knitting calls for large quantities of wool, as homemade apparel is considered "smart," millions of needles constantly clicking at a pace not equaled since the war period.

Stocks of wool in growers' hands are of the smallest volume in many years and are strongly held. Foreign markets all show a firm undertone, with an advancing tendency. The trade has rarely been able to look forward from a stronger statistical position. Stocks are steadily diminishing, underconsumption in recent years stimulating clothing replacement. During the first eight months of 1935 the increase in apparel buying was 81 per cent, compared with the same period of 1934.

THE DENVER MARKET

BY W. N. FULTON

MARKED IMPROVEMENT WAS SHOWN IN PRICE of cattle in November. Compared with the close of October, end-of-November prices showed the following increases: Grass-fat cows, 25 to 50 cents; canners and cutters, 75 cents to \$1; heifers, 50 to 75 cents; veals and calves, 50 cents; bulls, 25 cents; and feeders and stockers, 25 to 50 cents.

Cattle.—Fed steers went for \$10 to \$10.50 during most of the month, with a fair grade and Californias and Idahos going at \$9.50 to \$9.65. Best fed heifers sold at \$9.75; others from \$9 to \$9.50; grass heifers from \$6.75 down. Best grass cows sold at \$6; desirable ones, \$5 to \$5.75; plainer kinds, \$4.50; and canners and cutters, \$3 to \$4.25. A few choice veals reached \$9.25, but most stopped at \$9. Many good calves brought \$8 to \$8.75; plainer kinds, \$5. Bulls sold at the close from \$3.50 to \$4.65; plain kinds, \$3.35 and below. Best yearling feeder steers sold for \$8, and fair grades got \$6 to \$6.75. The majority of good feeder heifers brought \$6 to \$6.50, and the fair grades, \$5 to \$5.75. Steer calves topped late in the month at \$8.60; best heifer calves at \$6.75.

Hogs.—While hog receipts were somewhat larger this year than in November last, the offering was comparatively light, as many of those received went direct to packers or were billed through. The offering was snapped up daily at good prices. Butcher hogs were weak to a dime lower at the close. Packing sows were in stronger demand and closed 50 to 75 cents higher. Pigs were nominally steady throughout. At the opening of the month best butcher hogs sold for \$9.60. At the close, the tops were bringing \$9.65, or around a dime lower than at the close of October. Heavy hogs were scarce all month, the few that were here bringing \$8.50 to \$9.25, with some up to \$9.35. Light lights sold in a range of \$8.50 to \$9.40. Packing sows were selling early at \$7.75 to \$8.50. At the close, desirable sows sold from \$9 to \$9.15, with lights quoted at \$9.25. Feeder pigs went for \$8.50 to \$9.

Lambs.—A scarcity of fat lambs at all markets in November resulted in sharp advances. Fat lambs closed

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\$1 to \$1.50 higher than at the end of October. Yearlings advanced 25 to 50 cents; feeder lambs, 25 to 35 cents. Ewes were unevenly \$1 to \$1.25 higher. Best fat range lambs sold early in November at \$9 to \$9.50, and during the second week \$10 was paid. Later the majority came from feed-lots, selling at \$11 to \$11.25, freight paid—the highest amount paid here in five years. Range lambs were selling at \$10 to \$10.75. Fed yearlings sold at \$8 to \$9; range yearlings mostly at \$7 to \$7.75. Feeder lambs early in the month went for \$8 to \$8.90, later bringing \$9 to \$9.35 for handy-weight kinds. Car-lots of fat ewes sold late in November at \$4.75 to \$5.40, while early November sales were made at \$4 to \$4.50. Plainer ewes were down to \$3.50 and below.

So far this year over 400,000 lambs have been purchased at Denver for Atlantic-coast shipment, with large shipments of fat lambs to many intermediate points. The lamb supply comes from all sections of the West. Up to December 1, Denver had handled 200,000 California, and 685,000 Idaho, lambs. Demand for feeder lambs has been

strong and large numbers have been sold to go to feed-lots in Colorado and adjoining states, as well as to the more distant Corn Belt areas.

THE CATTLE SITUATION

THE NUMBER OF CATTLE AND CALVES ON FARMS and ranches at the beginning of 1936 is likely to be little different from the figure of January 1, 1935—60,667,000 head. With the much larger production of feed grains than in 1934, more cattle will be fed than in 1935. Marketings of grain-fed cattle in 1936 will be larger than a year ago, but total slaughter of cattle and calves will probably be smaller.

With the prospect for little change in cattle numbers in 1935, it seems probable that the trend of cattle population will be upward during the next few years. The rate of increase will depend largely on feed supplies, credit, and the level of cattle prices. Most of the increase will be in the states west of the Mississippi River, where cattle were sharply reduced by the severe drought of 1934 and the government cattle-buying program.

The outstanding development in the industry during 1935 has been the unusually large slaughter of cattle and calves. It was generally expected that, following the heavy government purchases of 1934 and the very large commercial kill, the 1935 cattle slaughter would be greatly reduced. Considering the number of cattle that came to market, prices made a remarkable advance. This rise resulted largely from the very great reduction in hog slaughter. Prices of low-grade cattle advanced relatively more than those of the better grades.

The inspected slaughter of cattle during the first ten months of 1935 was the fourth largest on record, being exceeded only in 1934, 1926, and 1925. The calf slaughter for this period was the largest of record except in 1934. The slaughter of cows and heifers under federal inspection was the largest on record, and that of steers the smallest in the record, now covering seventeen years. Records of cattle marketing this year show that there has been a heavy movement from the important dairy states in the east north-central and north-Atlantic sections, and a relatively larger movement from the south-Atlantic and South-central states. Cattle slaughter during the latter part of 1935 has been large, with a small supply of grain-finished animals.

The apparent consumption of beef and veal slaughtered under federal inspection during the first nine months of 1935 was about 9 per cent less than in 1934, and 3 per cent above the five-year (1930-34) average. The pork and lard consumption during this period was about 30 per cent less than in 1934, and 36 per cent below the five-year average. Lamb and mutton consumption was 13 per cent larger than in 1934, and 3.5 per cent above the five-year average.

The prospective slaughter of hogs for the year beginning October, 1935, will probably be less than the very small slaughter of the past year. Most of this decrease will be prior to April, 1936, with larger supplies from the fall pig crop, which will start to market in that month. It is expected that there will be increased supplies of hogs for slaughter beginning in the fall of 1936.

Cattle feeding shows a general increase, with prospective increase in the supplies of finished cattle during 1936, and reduced supplies of the lower grades. Slaughter of cows and heifers will probably be reduced, with a tendency to hold back breeding stock to build up herds.

Imports of cattle and beef during the first eight months of 1935, expressed in terms of live weights, were roughly the equivalent of about 6 per cent of the cattle and calves slaughtered under federal inspection.—Contributed.

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PARITY PRICES

HOGS ARE THE ONLY COMMODITY THAT HAS reached parity (the purchasing power of a commodity in 1909-14 in relation to articles purchased), having risen to the percentage of 105 on October 15—9.56 cents a pound as compared with the parity price of 9.10 cents—according to the *Agricultural News Service* of the University of Nevada Agricultural Extension Service.

Beef cattle were 95 per cent of parity on October 15—6.25 cents a pound as compared with the parity price of 6.56 cents.

Potatoes were reported as 53 per cent of parity—46.1 cents a bushel, compared with the base figure of \$1.10. It is explained, however, in connection with potatoes that, since the severe autumn freeze in the middle-west potato country, prices now approximate the pre-war basis.

Wheat on October 15 was 96.3 cents a bushel, the parity price being \$1.11—86 per cent of parity. Barley was priced at 39.4 cents a bushel, as against a parity price of 78 cents—51 per cent of the 1909-14 figure.

GILA COUNTY "NATIONAL" CALF SALE

THE GILA COUNTY CATTLE GROWERS' ASSOCIATION held its sale of "National" calves—animals donated to the American National Live Stock Association by members of the Gila County Association—at the ranch of the president of the organization on November 15. Twenty-one calves and a yearling steer had been contributed, and their sale brought a tidy sum, which was swelled by cash donations from members who had already shipped their cattle.

In the past several years the "Calf Plan" has become an important factor in the support of the National Association. It is a splendid evidence of public spirit and generosity that is spreading to other sections. Now we have, besides the Gila County organization, these associations which have contributed calves: the originators, the Yavapai Cattle Growers' Association, the Cochise-Graham Cattle Growers' Association, the Greenlee County Cattlemen's Association, and the Madera County (California) Cattlemen's Association.

ARIZONA FARM BUREAU FAVORS LONG-AND-SHORT-HAUL CLAUSE

AT A RECENT MEETING OF THE ARIZONA FARM Bureau Federation, a resolution was adopted opposing the repeal of the long-and-short-haul clause of section 4 of the Interstate Commerce Act. The resolution explained that the Interstate Commerce Commission and the Co-ordinator of Transportation, both unbiased departments of the government, have stated in their various reports to Congress that repeal of the clause is not in the public interest.

MOTOR CARRIER ACT CHALLENGED

ABRIEF IN DEFENSE OF THE MOTOR CARRIER ACT passed in the last Congress has been made a part of the record in a test case brought before the United States District Court for the southern district of Texas, according to *Highway Highlights*, a bulletin published by the National Highway Users' Conference. The case involves the Texas Railroad Commission and three truck operators. Reporting further on the suit, the bulletin states:

"The complainant truck operators contend, in substance, that they do not have to obtain certificates as common car-

riers from the Texas Railroad Commission to transport commodities in interstate commerce, because the federal Motor Carrier Act only applies to that commerce.

"They seek to enjoin the Texas Commission. That body contends, however, that the federal act is unconstitutional because it exempts vehicles exclusively used in hauling live stock, agricultural products, fish, and newspapers. It is alleged that this is an improper classification. Thus the validity of the new law is questioned."

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FEEDSTUFFS

THE PRICE OF COTTONSEED CAKE AND MEAL ON December 10 was quoted at \$23.50 a ton, f.o.b. Texas points. Hay prices at Omaha on December 9 were: alfalfa—choice leafy, \$12.50; No. 1, \$11.50 to \$12; standard leafy, \$11 to \$11.50; standard, \$10.50 to \$11; No. 2, \$9.50 to \$10; No. 3, \$7.50; sample, \$4 to \$5; upland prairie—No. 1, \$10; No. 2, \$8.50 to \$9; No. 3, \$7 to \$8.50; sample, \$4.50 to \$5; midland prairie—No. 1, \$8.50 to \$9; No. 2, \$7 to \$8; sample \$4 to \$5; mixed hay—No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9; No. 3, \$7 to \$8.

NINE MONTHS OF FOREIGN TRADE

IN THE THIRD QUARTER OF THIS YEAR OUR FOREIGN trade showed improvement, says *Commerce Reports*, issued by the Department of Commerce. Merchandise exports and imports made gains over the second quarter, and were larger than in the same period in 1934. Exports for the nine months closely approached those for the corresponding period of last year in terms of quantity, and exceeded them slightly in terms of value. Imports showed a smaller gain than exports over the second quarter, but for the nine-month period they were substantially larger in terms of both quantity and value than for the like period last year.

The value of exports, including re-exports, was \$1,568,000,000 for the first nine months of 1935, and the value of imports was \$1,502,000,000. Both these totals are larger than those of the corresponding period for any year since 1931.

The effect of the drought and the government's agricultural policy continued to be reflected in the character of our exports during the first nine months of 1935, it is explained.

Exports of crude foodstuffs as a class, compared with the corresponding period of last year, declined from \$45,700,000 to \$39,700,000, the practical discontinuance of wheat exports contributing greatly to this decline, a smaller portion of the decline being accounted for by smaller exports of fresh apples.

The below table gives total exports and imports, distributed according to economic classes (values in millions of dollars):

Item	January-September				Per cent change 1935 from—		
	1935	1934	1933	1929	1934	1933	1929
Exports, including re-exports	1,568	1,561	1,105	3,844	+0.4	+41.9	-59.2
Exports, United States merchandise	1,536	1,536	1,085	3,779	(1)	+41.6	-59.3
General imports	1,503	1,242	1,037	3,360	+21.0	+45.0	-55.3
Imports for consumption	1,508	1,222	1,031	3,299	+23.3	+46.2	-54.3
Excess of exports (+) or imports (-):							
Merchandise	+65	+319	+68	+484			
Gold	-1,023	-910	+131	-245			
Silver	-181	-52	-31	+12			
Exports, United States merchandise:							
Crude materials	405	444	364	697	-8.7	+11.1	-41.9
Crude foodstuffs	40	46	29	206	-13.3	+35.8	-80.7
Manufactured foodstuffs	106	125	102	351	-15.2	+4.2	-69.8
Semi-mfrs.	253	252	160	558	+4	+58.4	-54.6
Finished manufactures	732	669	430	1,966	+9.5	+70.4	-62.7
Imports: (2)							
Crude materials	425	357	298	1,195	+19.3	+42.9	-64.4
Crude foodstuffs	241	185	161	410	+30.5	+49.8	-41.2
Manufactured foodstuffs	261	191	149	335	+36.7	+75.7	-22.2
Semi-mfrs.	292	233	204	679	+25.5	+43.3	-57.0
Finished manufactures	289	258	226	741	+12.0	+27.8	-61.1

1 Increase less than 0.1 per cent.

2 General Imports through 1933; imports for consumption thereafter.

German Meat Expenditures

About 25 per cent of the average German family's expenditures for foodstuffs is represented by purchases of meat and meat products.

Live Stock in Greece

According to figures compiled by the Minister of National Economy, cattle on farms in Greece at the end of 1934 numbered 950,270, compared with 913,513 in 1933; sheep, 7,910,059 (7,427,129 in 1933); hogs, 584,034 (506,807).

Foot-and-Mouth Disease in Germany

Figures recently published by the German statistical bureau show that 566 farms in 134 communities were affected by foot-and-mouth disease on September 15, 1935, as compared with only 25 farms in 8 communities on that date a year earlier.

Hog Industry in Formosa

According to the Taiwan government, the island of Formosa, or Taiwan, has, in proportion to the area of its arable land, a greater number of hogs than any country in the world, and in proportion to its population ranks fourth in hog-raising among the nations of the world. At the end of 1933 the island had 1,806,489 hogs—an increase of 52,524 over 1932.

Danubian Lard and Hog Exports Gain

More pork was exported from Hungary, Rumania, Jugoslavia, and Bavaria during the first ten months of 1935 than in any preceding calendar year since the World War. Lard exports for this period totaled 52,587,000 pounds, compared with 19,652,000 pounds in the same period in 1934. Live hog exports were 418,000 head, compared with 267,000 head last year.

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BREEDERS' PAGE

QUALITY A MAJOR FACTOR IN BEEF PRODUCTION

BY FRANK D. TOMSON

Wakarusa, Kansas

THE BEEF MARKET IS EXACTING. IT DISCRIMINATES rigidly in favor of quality, and against the inferior product. Whenever the producer's output is of low grade he is penalized accordingly. A feeder may make a profit on feeding inferior stuff, knowing when he acquires his feeders that he will have to be content with a lower price than better grades will command, because he pays less for them when he takes them on. The producer, however, is always at a disadvantage if he grows low-grade cattle. He has not a chance. The feeder must bear his price when buying, in order to come out whole when he sends the stuff to market in the finished state.

There is only one way to assure a standard that will get by profitably, whether the product is sold as feeders or finished and disposed of at the market for killing purposes. The purebred sire of the approved beef type provides that assurance. Good care is always a basic essential. No amount of good care, however, can overcome the lack of good breeding. When the two are combined there is justification for aspiring to reach the top of the market. It does not matter how good the females are, the purebred sire is indispensable. And it does not matter how poor the females are, a purebred sire will work decided improvement.

There is nothing complicated in the process of breeding better beef cattle. The better the females are at the outset, the sooner near-perfection is attained. But, as indicated, even low-grade females will produce calves of surprisingly improved quality and type from a purebred sire of the recognized beef conformation. The truth is that from such females the extent of the improvement is more pronounced than from a better class of cows. The percentage of progress is greater.

Many a man, lacking experience, has assumed that a well-formed grade bull would work this improvement as well as a purebred bull, only to be disappointed in the results. The reason for this is that back through many generations pure breeding has been injected into the pedigree of the purebred bull, and he has the inherent power to transmit this concentrated blood to his progeny. The grade bull, however attractive his form may appear, does not possess this inherent characteristic. He traces back to too many mongrel-bred ancestors.

Any farmer, every farmer, who maintains a few females will find it profitable to use a purebred bull. They do not cost much now. They are selling too low, in fact, when compared with the prices quoted on finished beefs.

NORTHERN COLORADO HEREFORD BREEDERS MEET

ON NOVEMBER 23, MEMBERS OF THE NORTHERN Colorado Hereford Breeders' Association met at Greeley for the purpose of definitely establishing the organization of breeders, and named the following officers for the coming year: James E. Painter, of Roggen, president; C. A. Sid-

well, of Nunn, vice-president; and Stow L. Witwer, secretary-treasurer. Plans were made to hold the spring sale of the organization on May 12, 1936.



Not too soon

to get lined up on your
bulls for next season.

**Buy WHR's and raise
premium calves**

Some good bulls for sale now

WYOMING HEREFORD RANCH, Cheyenne

Painter HEREFORDS

We specialize in the rugged, large-boned type of Herefords,
rather than the smaller, fine-boned show type.

Quality has no substitute

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A Selected Lot of

GOOD BEEF-TYPE

SHORTHORN BULLS

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OGDEN LIVE STOCK SHOW

40 head—mostly yearlings—thick, rugged,
well-grown bulls, suitable for breeder or
ranchman.

Denver, Colorado, January 21, 1936,

in connection with the

DENVER WESTERN STOCK SHOW

25 selected bulls and a few females. These
will suit the breeder, farmer, or ranchman.

CATALOGS READY

Sales under auspices of

**AMERICAN SHORTHORN
BREEDERS' ASSOCIATION**

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PUREBRED CATTLE BREEDERS MEET

ORIGINALLY PLANNED AS A ONE-DAY AFFAIR, A conference of purebred beef-cattle breeders, held at Manhattan, Kansas, November 9, resolved itself into the first annual meeting of that body, the unanimous vote of those present being to make the conference a yearly event. A marked spirit of optimism for the future of the purebred beef-cattle business was plainly evident among the 300 breeders in attendance.

A.N.S.L.A. Convention, Phoenix, Arizona, January 7-10, 1936

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Breeders of Registered Herefords

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STERLING, COLORADO

Herd Bulls

Range Bulls

PURE-BRED HEREFORD
CATTLE

Perry Park Ranch

Larkspur, Colorado R. P. Lamont, Jr., Owner

NOTES FROM FOREIGN LANDS

Live Stock in Poland

Provisional figures show the Polish live-stock census for June 30, 1935, as: cattle, 9,696,000; hogs, 6,703,000; and sheep, 2,783,000.

Wool Campaign in Germany

A "Grow-More-Wool" campaign in Germany is reported to have led to an increase in sheep flocks of from an estimated 3,500,000 head in December, 1934, to 4,500,000 (census count) in June, 1935.

Esthonian Live-Stock Population

The Esthonian live-stock census of 1935 showed an increase over 1934 in all categories—horses, cattle, sheep, hogs, and poultry. Cattle, numbered at 725,400 head, reached a record level.

France Regulates Meat Prices

Measures intended to restore price structures are contained in a recent French decree which authorizes the prefects to fix maximum retail prices for meat based on the wholesale purchase price paid by butchers.

Baby Beef Popular in England

Although the craze for baby beef in England is not what it was, the trend toward earlier maturity in beef cattle is still unmistakable. A bent toward early maturity is also observable in the case of sheep—perhaps to an even greater extent.

Czechoslovakian Meat and Fat Consumption

During the first six months of 1934 the per capita consumption of meat in Czechoslovakia was 31.06 pounds. Of this, beef accounted for 12.15 pounds; pork, 15.10; lard, bacon, and fat-backs, 4.51 pounds. The total fat consumed was 5.49 pounds.

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THE BULLETIN BOARD

TEXAS' 15-CENT MARGARINE BILL KILLED

Unfavorable report of a bill to tax all margarine 15 cents a pound was made recently by the Committee on Revenue and Taxation of the Texas legislature now in special session. The action of the committee is reported as being tantamount to the killing of the proposed measure, which was modeled after Wisconsin's recent discriminatory margarine law.

LUMBERMEN OPPOSE CANADIAN PACT

A Wyoming branch of the Mountain States Lumber Dealers' Association which embraces Colorado, Wyoming, and New Mexico, adopted the below summarized resolution at a meeting held in Casper, November 18:

Deploring action of government in reducing tariffs on imports of lumber and agricultural products from Canada, and recommending to members of association and members of other lumber organizations that future purchases of lumber be confined to products manufactured within the United States.

"DING" DARLING RELINQUISHES BIOLOGICAL SURVEY POST

J. N. ("Ding") Darling, chief of the Bureau of Biological Survey, having given up that post on November 15, has resumed his work as a cartoonist. Ira N. Grabrielson, formerly a consulting specialist to the chief of the bureau and assistant chief of the Division of Wildlife Research, is his successor.

THE STOVER HAMMER MILL

Cuts Feeding Cost 35% By Avoiding Waste and Converting Roughage and Stalks Into More Meat, Milk and Eggs



Helps you feed 3 cattle on what you formerly used for 2. Every pound of homegrown feed can be made to deliver its full fattening value. The best way to do this is to mix and grind grains, roughage and stalks with a Stover Hammer Mill. All-Steel construction. Swing hammers. Easily changed screens. Operated by any farm tractor.

Grinds for 1/4 less than custom mill. Saves its cost the first year, feeding 15 cattle. Earns you money grinding feed for neighbors.

STOVER MFG & ENGINE CO., Freeport, Ill., Dept. R-12

SEND POST CARD FOR FREE BOOKS That tell how, when and why to grind feed. Contain 101 feeding formulas and hints for balancing rations and making the most money from crops.

CHICAGO STOCK-YARDS RATE CASE CONTINUED

Hearing in the complaint of the Secretary of Agriculture against the Union Stock Yard and Transit Company, Chicago, involving a schedule of rates principally affecting yardage charges on trucked-in live stock filed recently by the stock-yard company, has been continued from November 20, 1935, to April 6, 1936.

COCONUT-OIL TAX CHALLENGED

An injunction to restrain the Commissioner of Internal Revenue from collecting the 3-cent excise tax on coconut and palm oil which has been in effect for more than a year is sought by an Iowa soap manufacturer, according to the *National Provisioner*. The petition charges that the coconut-oil tax is unconstitutional because money collected thereunder is remitted to others than the government.

WORLD WOOL PRODUCTION

In the *Pastoral Review* (Melbourne) it is reported that recent estimates of wool production for the five principal exporting countries—Australia, New Zealand, South Africa, Argentina, and Uruguay—for the 1934-35 season, point to a decrease of 25,000,000 pounds (greasy basis) as compared with 1933-34.

The following table shows yields during the past three years (million pounds, greasy):

	1932-33	1933-34	1934-35
Australia	1,062	985	1,020
New Zealand.....	288	301	292
South Africa.....	330	284	213
Argentina	388	385	385
Uruguay	120	110	130
	2,188	2,065	2,040

While it is too early to estimate the 1935-36 production with any degree of accuracy, the *Review* thinks it likely that the aggregate production of these five countries in 1935-36 will be the lowest for many seasons.

TAYLOR GRAZING ACT IN COURT

A challenge to the constitutionality of the Taylor Grazing Act was made in a suit recently filed in federal court at

Portland, Oregon, by Joe Abasolo, eastern Oregon sheepman. The act was attacked on the grounds "(1) that Secretary Ickes, in promulgating rules for permits to graze on the public domain, usurped legislative authority; (2) that Congress delegated powers to Ickes expressly reserved to Congress by the constitution; and (3) that enforcement of the law will result in confiscation of property without due process of law."



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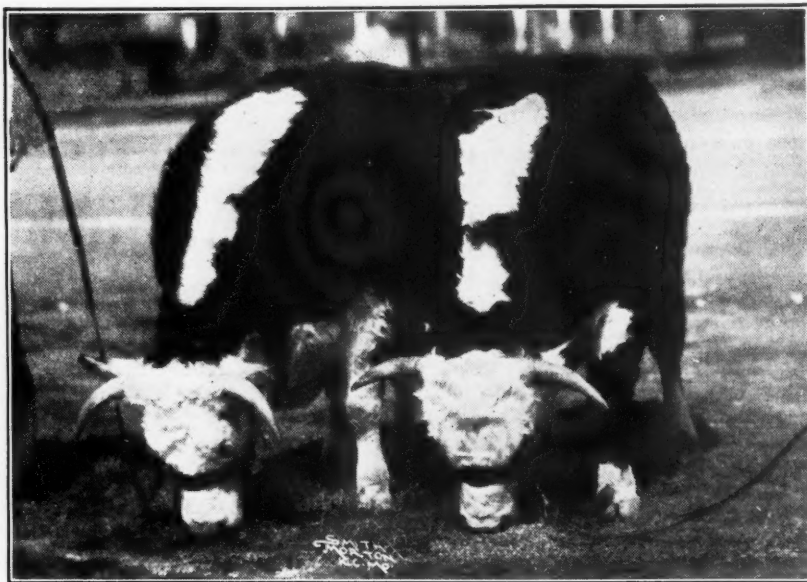
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The splendid work of your Association, through the years, has been an important factor in livestock development. The breeders and feeders of livestock are to be commended for the hardihood and courage with which they have met the emergencies of the past few years. They have had the vision and the resourcefulness to use difficulties and obstacles as building stones on which to develop improved herds for the future.



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WASHINGTON'S OWN HOUSING PROBLEM

The federal government is now occupying 2,500,000 square feet of space in 103 rented buildings, either in whole or in part, in the District of Columbia, plus approximately 12,000,000 square feet in 101 government-owned buildings, we read in a memorandum issued by the Department of the Interior.

Very few of the federal agencies are privileged to operate under one roof, and most of them have had to spread out into other buildings. The Department of the Interior is now located in 14 different buildings; the War Department is in 16 separate buildings; the Resettlement Administration occupies 15 buildings; the general accounting office uses 10 government-owned buildings; and the Works Progress Administration spreads out over 10 buildings.

In spite of the fact that the federal government has even acquired hotels and apartment houses for the use of its ever increasing number of offices, it may still be necessary to transfer some of the activities to some nearby city, such as Baltimore, the memorandum states.

And He Had a Large Time—"Say, dad, what does it mean when a paper says some man went to a convention as a delegate-at-large?"

"It means, son, his wife didn't go with him."

ROUND THE RANGE

GOVERNMENT LIVE-STOCK AND RANGE REPORT

Western ranges generally have a good supply of feed, reports the Division of Crop and Live Stock Estimates. Snow covering is light in northern areas, and most ranges were open to grazing during November. Condition of ranges on December 1 was 81 per cent of normal, compared with 82 last month, 58 a year ago, and 79.6 for the ten-year (1925-34) average. Cattle are going into the winter in better condition than in any year since 1932, but average weights were cut down—effects of the 1934 drought. Sheep are in better condition than for years. Movement of old ewes from western ranges has been heavy, a considerable number moving to the native sheep states for breeding use, and many in slaughter flesh going to killers.

Detail by states follows:

Arizona.—Feed and water supplies adequate; cattle and sheep going into winter in good condition; early lambing started under favorable conditions.

California.—Development of new pasturage in lower areas retarded by low temperatures in early November and subnormal rainfall; new feed started early; old pastures, hay, other roughages, and concentrates plentiful; winter prospects for stock good; more cattle in state than for some time, and large increase in cattle on feed; lambing in early lamb areas becoming more general each week; large crop early lambs in prospect, and new feed needed.

Colorado.—Good supply of range, pasture, and other feeds except in dry east-

ern areas; mild, open weather permitted full use of range feeds; stock in good condition.

Idaho.—Winter ranges good; hay and feeds plentiful; cattle and sheep in good condition.

Kansas (western).—Late November rains supplied first general moisture over western Kansas in many months; range and pasture feed improved; cattle condition bettered; demand for calves good; some cattle being moved from western to central counties; extreme west-central and southwestern areas produced little grain and feed this year.

Montana.—Range feed only fair, with shortage in western and central sections; hay and other feeds ample, except in dry areas; stock in good condition.

Nebraska (western).—Good supply of range feed, hay and forage; winter prospects good; cattle in good condition.

Nevada.—Winter range feed excellent; hay and other feeds plentiful; stock going into winter in good condition.

New Mexico.—Recent rains improved winter range-feed prospects; feed supplies ample except in some eastern areas; stock in above-average condition; cattle sold freely; some tendency to restock; lambs sold close.

North Dakota.—Ranges and pastures good; moderate snow covering in northern, central, and eastern sections; feed and stock water generally plentiful.

Oklahoma.—Range and pasture feed fair; rains and freezing weather damaged native pastures, fodder and forage remaining in fields; wheat pastures providing little feed; hay plentiful; feed supplies ample, if winter is not severe; cattle in average condition.

Oregon.—Winter ranges fair; more moisture needed; hay supplies plentiful except in limited north-central areas; stock in good condition.

South Dakota (western).—Range feed good; some shortage of stock water; hay plentiful, but grain feeds short; stock in good condition.

Texas.—Winter range and feed prospects best in years; grass short in Panhandle; recent rains improved grain-pasture prospects in north; cattle in good condition; tendency to sell older cows and retain heifers and heifer calves for restocking; sheep range best in years; sheep in good condition.

Utah.—Winter range feed fair to good; some shortage of water on desert ranges; hay and other feeds plentiful; cattle and sheep in good condition; most sheep on winter ranges.

Washington.—Dry range feed fairly good, but freezes killed new grass; hay and grain supplies plentiful except west of Cascades; stock in good flesh.

Wyoming.—Ranges well supplied with feed, but stock water short in places; hay and feed ample; live stock in good condition; November weather favorable.

THE CATTLE-FEEDING SITUATION

A material increase in cattle feeding during the winter season of 1935-36 compared with the small operations of a year ago is reported by the Bureau of Agricultural Economics. The largest relative increases will be in some of the western states.

Shipments of stocker and feeder cattle from stock-yard markets into Corn Belt states in November just past were more than 50 per cent larger than in November last year, but were smaller than in any other November since 1919. Shipments into the eastern Corn Belt were large compared with the average of the past ten years, while those into the western part were smaller, being the second smallest in seventeen years of record.

Direct shipments of feeder cattle, especially into the western Corn Belt, were considerably larger this year than last. The large quantities of soft and low-grade corn and the low prices offered for such corn apparently were inducing many farmers to feed cattle.

Cattle feeding in the western states, especially in the intermountain and Pacific-coast sections, will be on an increased scale this year. Colorado, other Rocky Mountain states, and Texas will increase their operations materially.

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Perfect fit, guaranteed satisfaction, economy. Harness, Hats, Chaps, Boots, Bridles, etc. Makers of America's best quality Saddles.

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For Sale—Ranch and Cattle

In Catron County, in the southwestern part of New Mexico. One hundred twenty-five sections of state, forest, and deeded land, all fenced and cross-fenced into several pastures. Plenty of watering places. Cattle are a good young bunch of thrifty Herefords. No trade considered.

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30,000 ACRES, Garden County ranch, cuts 2,500 to 3,000 tons of hay annually, stocked with 2,000 white-faces, including 1,100 cows, good breeding. A genuine snap at \$6 per acre. Can be purchased with or without cattle.

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COLT PRODUCTION HIGH

More than 900,000 horse and mule colts will be produced this year—the largest number in recent history—says the Bureau of Agricultural Economics in its annual outlook report.

The long downward trend of horse and mule numbers is now drawing to a close. Increased production started in 1933, stimulated by a decreasing supply of farm work stock, with further expansion in 1934 and 1935.

VACCINE FOR SLEEPING SICKNESS

Promising field-test results from a vaccine for preventing sleeping sickness, or *encephalomyelitis*, in horses—a disease already found in sixteen states—were recently reported by Dr. John R. Mohler, chief of the Bureau of Animal Industry. The vaccine, described as a "formol killed" product, was prepared from animal brain tissue by the bureau's pathologists. A similar vaccine prepared by commercial firms has also given promising results. The bureau is continuing its tests with the vaccine in order to develop a still more effective product.

The disease has been called forage poisoning, blind staggers, brain fever, and other names; but in 1930 California investigators showed that a specific virus is responsible. It is thought to be transmitted chiefly by blood-sucking insects which carry the infection from affected animals to healthy ones. The disease affects the brain and spinal cord, and in its later stages the animal is unable to stand, and usually dies.

The Department of Agriculture recommends that affected animals be isolated, and stables and other equipment thoroughly cleaned and disinfected. In areas where the disease exists, the horses, when not in use, should be housed in clean stables and protected from insects. It is explained that use of a commercially prepared *encephalomyelitis* serum administered by a competent veterinarian may be of value during the early stages of the disease. The bodies of animals which die from the disease should be burned or buried.

WORLD WHEAT SUPPLY DOWN

World supply of wheat outside Russia and China is estimated at 4,339,000,000 bushels by the Bureau of Agricultural Economics. This is 367,000,000 bushels less than a year ago, and 535,000,000 bushels less than the 1928-32 five-year average.

Quality of this year's crop all over the world is variable—"good" in central Europe; "very good" in the British Isles, Scandinavian countries, and northern and central Italy; "not satisfactory" in southern Italy; much of it "unsuitable for milling" in France; "spotted" in Spain; and "poor" in the Baltic countries.

The 1935 crops of hard red winter and hard red spring wheat in the Pacific Northwest are of "exceptionally high quality, but elsewhere in the United States hard red winter is of lower quality than the 1934 crop, and hard red spring of the poorest quality since 1916."

This year's crops of durum and soft red winter wheat in the United States are much below the quality of a year ago, but white wheat is "somewhat superior" to the 1934 crop.

Little likelihood is seen now of increased European imports from overseas countries this season as compared with last. The increase in European requirements this season, estimated at 40,000,000 bushels, probably will be covered by increased exports from Russia and Danube Basin countries.

CIVIL SERVICE EXAMINATIONS

The United States Civil Service Commission has announced an open competitive examination for the position of senior animal husbandman (genetics). The entrance salary is \$4,600 a year. Applicants must have been graduated with a bachelor's degree, and have had six years of research experience in some phase of animal genetics; or postgraduate study, the major portion of which was in animal genetics, will be accepted in part in lieu of such experience.

Examination for the position of farm agent has also been announced. The entrance salary is \$1,800 a year, subject to certain deductions. Certain education and experience are required.

Applicants for the position of senior animal husbandman must be on file with the Civil Service Commission, Washington, D. C., not later than January 6, 1936; that for farm agent, not later than December 31, 1935.

Full information may be obtained from the Secretary of the United States Civil Service Board of Examiners at the

post office or custom-house in any city which has a post office of the first or the second class, or from the Civil Service Commission, Washington, D. C.

GOVERNMENT REPORTS HAY AND FEED PLENTIFUL

The supply of hay for the current feeding year is more than enough for hay-consuming animals now on farms, says the annual outlook report of the Bureau of Agricultural Economics. Production is expected to total 89,037,000 tons, compared with the 1928-32 five-year average of 80,384,000 tons. The crop is fairly well distributed, but its quality is said to average lower than in recent years, because of heavy rains at harvest.

Supply of feed grains, the report adds, including the carry-over of old-crop grain, probable quantities of wheat and rye that may be fed, and the prospective supplies of by-product feeds total about 106,000,000 tons. Allowing for an average carry-over into next season, and for commercial use of feed grains, the 1935-36 supply of these items for feed purposes would give each grain-consuming animal unit, including poultry, about the same quantity as on the average of the years 1928-29 to 1932-33.

140 POUNDS PER PERSON

Meat consumption in the United States since 1900 has averaged 64 pounds of pork, 63 pounds of beef, 6 pounds of veal, and 6 pounds of lamb or mutton for each man, woman, and child each year.

Last year we ate a little more than the average—68 pounds of pork, 64 of beef, 10 of veal, and 7 of lamb.

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